

COACH

The weekly for the coach industry

MART

Issue 622 £1

January 17, 1991



INCHES FROM DISASTER

Crash leaves coach hanging over M25

Carlton P.S.V.

STOP PRESS

Just in. 1986 MCW CUMMINS L10 ENGINE, 4 speed, full automatic gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, new MoT 17.9.91, resprayed all white, choice of two. Now only one.

NEOPLAN

1988 Neoplan Skyliner, 77 seats, Gardner engine, ZF Automatic, radio/PA/cassette, TV/video monitor, VHS recorder, toilet, fridge, drinks. Stock No.0022.

1986/7 Neoplan Jetliner (Scania), 44/48 recliners, 10 speed gearbox, toilet, washroom, drinks machine, servery, rollo blinds, continental door, driver's bunk etc. Stock Nos 0043 & 0044.

1983/4 Neoplan Skyliner, 71-75 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock Nos. 9017 to 9023.

1983 Neoplan Cityliner (Mercedes), 49 recliners, 6 speed ZF, toilet washroom, drinks machine, sausage boiler, fridge, driver's bunk, continental door, courier seat, rollo blinds, MoT 16.05.91.

1982 Neoplan Jetliner (Mercedes), 49 recliners, N/S plug door, 6 speed ZF, toilet washroom, drinks machine, fridge, continental door, rollo blinds, drivers bunk, courier seat, MoT 13.05.91.

1982 Neoplan Skyliner (with cherished plates), well preserved and maintained, very recently remoqueuetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc. This vehicle has been in regular daily use - a very clean example. Stock No.0004.

MAN

1982 SR 280, 47 recliners, Sutrak air conditioning, 6-speed gearbox, o/s centre power door, o/s centre

sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker. Stock No.0008.

VOLVO

1984 VOLVO B10M Jonckheere P599, 49 recliners, toilet, coffee machine, continental door, double glazing, fridge, choice of 2. New MoT's.

1983 VOLVO B10M Jonckheere P599, various specification, 48/51 seats, toilet, coffee machine etc, choice of 4. New MoT's.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automatic gearbox, power door, tinted windows, curtains, side lockers, MoT Dec 1990. Stock No.0012.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moquette and MoT Nov 90. Stock No.0014.

AEC

1977 PLAXTON EXPRESS, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No.0006.

SCANIA

1986 Scania Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT April 1991.

BEDFORD

1981 Bedford YNT, 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes, reconditioned engine, new MoT Sept 1991. Stock No.M9014.

1980 Bedford PJK, 29 seater, Duple Dom, MoT 16.9.91. Stock No.0007.

1979 Bedford YMT, 53 seater Plaxton, red/cream exterior, red moquette. Stock No.M9036.

LEYLAND

1983 Leyland Tiger 245 Plaxton 3500, 50 recliners, 6 speed ZF gearbox, N/S plug door, Telma, side lockers, double glazed windows, curtains.

1982 Leyland Leopard, 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome, MoT Feb 1991. Stock No.9033.

1982 Leyland Leopard, 12 metre Plaxton, 49 seats, semi-auto gearbox, toilet, coffee machine, side lockers, new MoT 16.08.91. Stock No.0010.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT 23.08.91.

1981 Leyland, 11 metre Plaxton, 53 seats (remoqueuetted), X'Press, side lockers, grey/red moquette, new MoT 29.08.91. Stock No.9013.

1981 Leyland, 12 metre Plaxton, 49 recliners, cream exterior, autumn tint moquette, new MoT 29.09.91. Stock No.9010.

1977 Leyland Leopard, 11 metre Plaxton Viewmaster, 41 recliners, toilet, power door, orange curtains.

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DAF 1986 DKFL DUPLÉ 340 12M, 53 recliners, grey/orange moquette, power door, curtains, gangway carpet, rear toilet, tinted glass, red/white.

DAF 1983 (NOVEMBER) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, re-trimmed - grey/red moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired for TV/video, Telma retarder, drinks machine, magazine nets, all white.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, Autumn tint moquette, rear floor mounted toilet, continental entrance door, white/grey/red.

DAF 1983 SB2300 DHS JONCKHEERE JUBILEE P599 12M, 53 recliners, grey/red/blue moquette, continental door, white/maroon/orange/red.

DAF 1982 SB2005 PLAXTON SUPREME 12M, 53 str., red moquette, power entrance door, drinks machine, all white.

BOVA 1988 (DECEMBER) FUTURA FHD 12.290 INTEGRAL 12M, 49 recliners, grey/blue moquette, centre sunken toilet with continental door, drivers sleeping berth, courier seat, curtains, power operated entrance door, additional fuel tank, ferry lift, carpet to gangway, gold/yellow/brown.

BOVA 1982 EUROPA II Integral 12M, 51 recliners, brown moquette, courier seat, power entrance door, curtains, TELMA retarder, white/blue/red.

BOVA 1982 EUROPA II Integral 12M, 52 recliners, red moquette, courier seat, curtains, power entrance door, cream/orange.

VOLVO 1988 B10M DUPLÉ 320 12M, 61 str., grey/red moquette, power entrance door, curtains, Webasto heating, white/duo red.

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VOLVO 1986 B10M PLAXTON

PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette trim, white + yellow/orange stripes.

VOLVO 1986 B9M PLAXTON PARAMOUNT 3200, 45 str., brown moquette, power entrance door, all white.

VOLVO 1984 (AUGUST) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired for TV. + video, silver/blue.

VOLVO 1984 (SEPTEMBER) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49 recliners, saloon toilet at rear, courier seat, curtains, carpet, power entrance door, Webasto heating, grey/red moquette, all white.

LEYLAND 1982 TIGER 245 PLAXTON VIEWMASTER 12M, 49 recliners, green moquette, rear sunken toilet, continental door, double glazing, Webasto heating, driver's berth, aircraft style lockers to luggage racks, water boiler, fridge, TV/video wiring, cream/green.

LEYLAND 1981 (OCTOBER) LEOPARD PLAXTON SUPREME 11M, 53 str., re-trimmed grey/red moquette, power operated entrance door, cream/red.

DENNIS 1989 JAVELIN DUPLÉ 320 11M, 53 str., red/fawn moquette, tinted side windows, power entrance door, white/blue/orange.

SCANIA 1984 (AUGUST) K112 JONCKHEERE JUBILEE P599 12M, 51 recliners, grey/orange moquette, centre sunken toilet, driver's berth, TELMA, wiring for TV/video, water boiler, power entrance door, all white.

COACH

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MART

January 17, 1991

- 5 News:** Coach passengers in lucky escape following motorway drama; BBC holiday programme snubs coach industry; Grey Green pulls out of tour and excursion work.



Tragedy is narrowly averted — page 5

- 12 Fleet Update:** More Dennis Javelins go to Eastern Counties; PC Coaches of Lincoln chooses Scania; Ardenvale Tours looks to the future with its latest addition.



All the latest fleet news — page 12

- 14 Letters:** There's news of a big rally; a dispute over a company's claim; plus Nostalgia Corner.

- 16 Diary:** Conflict rages in Scotland; a coach company gets the Prime Minister's seal of approval.

- 17 On Target:** Marksman continues his look at bankruptcy.

- 19 In Service:** Rod Davey tries out a Van Rooijen Odysee-bodied Volvo B10MGL Mk11.

- 23 Licensing & Legal:** An operator is urged to seek professional advice over maintenance problems; a Hertford firm has its licence cut; and Lincoln City Transport loses appeal against commissioner's ruling.

- 26 Ferry Special:** With the Chunnel's opening to the public getting nearer, Rod Davey looks at what the ferry companies are doing to keep their business.

- 37 Coach Tours & Excursions:** Looking at what is going on in the tourist industry and what's on offer to operators.



Putting a coach to the test — page 19

COMMENT

The first *Holiday '91* programme showed how deeply ingrained the car culture is in professional people in this country. And, by the same token, how little coach travel means to a sizeable part of the population. The programme, which is rapidly losing ground against ITV's *Wish You Here*, set out to examine what was the best way to get from Birmingham to Edinburgh. Obviously, the BBC thinking went, there are just three ways to make that journey: by air, rail and car. There are coaches, but nobody uses them for going on holiday. They're normally packed with students or the unemployed making a journey as cheaply and as uncomfortably as possible. Not the sort of thing to look at on *The Show*. And coaches are allowed to use the outside lane on motorways. Yes, and they're always speeding. It's really frightening if you're driving your car and one of those monsters overtakes you. Everybody agrees on that. Okay, when Eamonn is in the car, let's film a coach going past him in the outside lane. That would strike a nerve with a lot of car drivers. The producer's defence of this prejudiced thinking? 'We tried to look at roads in the knowledge that most journeys such as this would have been by car.' Most? Debatable. An enormous number of people, nearly all of whom will have a TV set, use coaches to get around Britain and to go on holiday. National Express alone carries around 14 million passengers to around 1,500 destinations each year. In 1989 some 654 million individual journeys were made on non-local bus and coach services. According to independent research, the coach holiday market is worth £500 million a year and growing. Those sort of numbers are not minority groups. *Holiday '91* was also at pains to mark its three chosen modes of transport on safety, greenness and speed. Thanks to the strictness of our laws and professionalism of our operators, coach travel is one of the safest ways of travelling in this country. Coach and bus fatalities dropped from 31 in 1985 to 17 in 1988 - a year when a total of 5,052 road users were killed. Coach and bus travel is also one of the greenest ways to travel. One full coach carries the equivalent of up to 50 cars. And a coach's diesel engine is less harmful to the environment than one petrol engine. When both modes stick to the speed limits, a coach should not be any slower than a car on a long distance journey. And it is significantly cheaper. These facts are not difficult to find. But they have to be looked for. Unfortunately, blind prejudice rules that out.

BUS AND COACH DISTRIBUTOR

■ TAKEOVER

New owner set for Kings of Arnold

KINGS of Arnold proprietor Des King is about to sell his operation, pending completion between the bank and his solicitors, according to prospective buyer Mark Newbury.

In the deal, which is being backed by the Yorkshire Bank, Mark Newbury will become sole proprietor while Des King will stay and help to run the four coach operation. Buyer Mark Newbury is the son of Ron Newbury, proprietor of local Bulwell-based Broomhill Coaches.

It is likely the company will be known in future as Kings Coaches, as it has moved from Arnold to new premises at Moorbridge Works in Moor Road, Bulwell. Running three full-size coaches and one minicoach, the company operates contracts for a Leicester college, a schools contract for the local council, and private hire.

'I want to kill the rumours that Kings of Arnold is insolvent', said Mark Newbury. 'There has been some trouble with the need for excessive maintenance, but we are now better organised. Two heads are better than one, and we are hopeful that by March we will have four basic Bedfords, more suitable for our class of work, rather than the flash continentals Kings have run before.'

■ ACCIDENT

Coach passengers in motorway crash escape

TWENTY passengers were inches from disaster after their coach smashed through a crash barrier and came to rest with its rear hanging 60 feet above the busy London Orbital.

The accident happened at Junction 6A on the M1 southbound slip road above the M25. The Leyland/Plaxton Supreme 48-seat coach ended up with its rear end perched above the Orbital's carriageway. It was owned by Handsworth-based Victoria Coaches, but operated on contract by New Barrett Coaches, of Southall, London.

The twice-weekly coach service picked up Asian passengers at Smethwick, Handsworth, Wolverhampton,



Police inquiry into coach accident (Picture and front cover courtesy R. E. Simpson, Hertfordshire Fire and Rescue Service.)

Coventry and Slough. Ten passengers were injured with eight being taken to St Albans City Hospital - two requiring surgery.

'For an unknown reason the coach skidded, spun and its

back end went through the crash barrier,' said a police spokesman. 'Passengers were thrown out of the coach on to the slip road, causing a Foden articulated truck to slam on its brakes and

jack-knife. Some congestion was caused and the slip road had to be closed overnight while the coach was towed away and the crash barrier was repaired.'

The accident will be the subject of a police inquiry and it is anticipated it will be well into the year before any cause is confirmed.

'Although there was no danger of the coach slipping with the wheels still on the carriageway, the wheels were chocked and the coach was secured by a Tirfor manual winch as a safety measure,' said a Fire Service spokesman. 'Using a metal cable the front of the coach chassis was anchored to an upright on a carriageway barrier, brought into tension and held.'

■ TAKEOVER

Tellings buys two for Fox

MIDLAND Fox coaching subsidiary Tellings Golden Miller has made two new acquisitions on behalf of its Leicester-based parent company.

Tellings has taken over V&M Hills of Nuneaton, an eight-vehicle operation with work in contracts, private hire, tours and excursions. All staff have been retained by Millers and ex-proprietor David Isom has been appointed general manager.

'This acquisition fills in a nice little space and consolidates our coach operations on the west side of Leicester into the West Midlands,' said Midland Fox managing director David Martin. 'It also ties in nicely with Tellings' London work.'

The Fox-subsidary has also acquired the luxury coach business of

Cardiff-based Globe Heath Coaches. It has bought six Volvo/Jonckheeres in the deal and shares the fixed overheads of Globe's premises in Clare Road, Grangetown.

Globe's proprietors Keith Morris and Carol O'Brien have retained their six contract vehicles and business, but will be managing the luxury coach side on behalf of Tellings Golden Miller.

'Keith Morris wanted to expand, but saw the advantage of belonging to a large group of companies with the resources of Midland Fox behind them,' said Tellings' managing director Steve Telling.

Ambassador Royale, Fox's coach tours and breaks marketing arm headed by Brian Ryals,

will be handling any holiday coach work generated by the new acquisitions. Such work will be promoted alongside tour work undertaken by Fox's other coach subsidiaries: Wollaston-based Shelton Osborn; Fairtax of Melton Mowbray; Fox Hound; and Blands of Stamford.

The Fox marketing operation also recently acquired the Rugeley travel agency of defunct Antler Holidays, and bought the business list of the own-tours operator which crashed last year from liquidator Henry Hayes. Tellings Golden Miller and Midland Fox rescued Antler clients stranded in Europe when managing director Roger Middleton put the firm into voluntary liquidation.

■ BUS

Minister promises decision on buses

WELSH Office minister Sir Wyn Roberts MP has promised a response from the Government after hearing first-hand from Welsh operators how buses could cut congestion and save money.

Industry managers from Cardiff, Swansea, Newport and the Valleys explained the BCC's 'Buses Mean Business' campaign which they told him could woo back the public back onto buses at little cost.

The minister praised the scheme, and said there had been a realisation that a new transport system was required for the 1990s. He said the aims of the campaign were first-class, and said Minister of State for Public Transport Roger Freeman would be responding to it within the next two weeks.

BRIEFS

● A TENDERED rural service between Tewkesbury and Pershore has been won from Warners Fairfax by Cheltenham Coaches and extended.

The route between the Dowty site and Pinvin will take in Eckington, Bredon and Ashchurch.

● EIGHT Van Hool integral A508 midibuses are in service with German public transport company ASEA Aachen.

The A508 features wide double doors at front and rear. A large rear standee platform increases overall capacity on these buses to 60 - 42 standees and 18 seated passengers.

● DORSET independent Country Bus has crashed, leaving West Dorset residents worried about lack of competition in the area.

The firm, run by Chris Rose in the Bridport area since 1988, built up popular support with its tendered services but could not continue trading.

Locals say bus services in the area are dwindling, with Southern National now the only major operator.

● UNITED Bus company's DAF Bus has won a £6.5 million Turkish order for double-deck coaches, the bodywork for which will be built by Berkhof.

The 35 vehicles, with air conditioning and other refinements, will be used on inter-city express routes this summer.

● NATIONAL Express has sponsored a travel and transport guide for older people and those with limited mobility.

Called *Out and About*, it is published by Age Concern. Priced £6.95, it is available from most branches of WH Smith.

COACH

Grey Green pulls out of tour and excursion work

GREY GREEN has pulled out of all excursion and tour work to leave its fleet of around 50 coaches working on private hire and commuter services.

The Cowie-owned company's managing director, John Pycroft, said the contracting market for day trips, allied with the winding down of established ticket clearing

house PSV Operators Ltd, had made it unprofitable.

'Passengers were dwindling, and the work we were doing was using a fluctuating number of vehicles from none one day to six the next,' Mr Pycroft told *Coachmart*. Tour manager Graham Judd has now left the company.

Mr Pycroft said PSV operators had helped remove the credit risk while they were around, but now they had pulled out of the coaching market it was time to cut the work - mainly day trips - altogether. 'But there are no vehicles for sale,' he added.

● Grey Green has bought LRT bus route 103 and the

leases of 14 Leyland Olympians which ran it from AJS following an approach from AJS.

The deal underlines moves by AJS to pull out of the south altogether.

The company has sold off around half of Sovereign Bus and Coach to Luton & District and County Bus to its managing director Bob Howells.

EXPRESS SERVICES

Eurolines expands in the East

EUROLINES has built up services to the Eastern Bloc following demand which doubled to some destinations during 1990.

Announcing the addition of Dresden, Leipzig and Prague to Eurolines' 1991 timetable, general manager John Gilbert said the increase in loadings had been particularly high for Budapest.

'Warsaw, Berlin and Budapest have attracted an increase in passenger throughput to the tune of 30 percent, 50 percent and 100 percent respectively.

'The Berlin departures are leaving Victoria at capacity



Eurolines: adding to its 1991 timetable.

every time. With demand running so high, we shall certainly increase our services for 1991,' he said.

Coaches to Hungary will now leave twice a

week at 1930 to arrive in Budapest at 0700. The fare - with coaches from Deutsche Touring GmbH - is £123 return, Berlin passengers paying £85 return.

TAKE OVER

Heddingham buys Kemps of Clacton

KEMPS of Clacton has been bought by Heddingham & District Omnibus Company in a deal which includes six school contracts and private hire work.

Heddingham has bought nine coaches from Kemps - put up for sale last year - and

is retaining all staff, but the operation has moved from its premises in Clacton's Oxford Road to leased premises in Tendering. It is believed John Kemp has sold the original depot back to the local dairy.

'We will retain

Kemps' trading name in the short term, but eventually the operation will be absorbed into the total Heddingham operation,' said H&D managing director Donald McGregor.

H&D now has a 62-strong fleet.

COMPANY CLOSURE

End of road for PSV

PSV Operators Ltd passed into history at the turn of the year after nearly 60 years trading.

A dwindling number of members for the ticket clearing agency, coupled with massive operating costs, were blamed for the winding down of the firm, run by Bill Lacey, chairman of Lacey's (East Ham) Ltd.

'Grey Green pulling out was another big blow,' said Mr Lacey, whose father began the business in the '30s. 'PSV Operators dealt with the real pioneers of coaching in its early days. It's very sad.'

Mr Lacey said the company's recent move from St George's Drive in Victoria to Lacey's current premises was as a result of a heavy financial burden. The recession meant sublets for three of the firm's four floors of the building could not be increased to cover huge lease increases and a £30,000 refurbishment bill.

■ COACH

TV holiday programme angers coach industry

BBC TV's Holiday '91 programme blatantly snubbed coach travel last week, raising hackles throughout the industry.

An item detailing travel from Birmingham to Edinburgh gave publicity to rail, air and cars, but mentioned coaches only once... when it alleged a Dudley Coachways vehicle on the M6 was speeding.

'It was disgraceful,' said a Yorkshire operator. 'The programme claimed to be showing all methods of reaching Edinburgh, the cost, the safety aspect and the ecological effects. Coaches would have won in all three categories but weren't even mentioned.'

National Express was among the first to

complain about the programme to the BBC, and said it was 'disappointed' in the apparent bias.

'Many advantages of coaching were not highlighted. We have already complained to Holiday '91 who assure us the bias was not intentional, and that the report - five minutes long - could not include every aspect of the journey.'

The National Express spokesman said the £87 journey shown for the car could have been reduced to £23 for a more environmentally-friendly coach journey, with very little additional journey time.

He said he felt other programmes might have a more 'balanced view' of the travel scene.

BBC TV quoted RoSPA estimates for the safety of the journey by the three systems, yet did not mention PSVs which have an excellent record.

A section detailing the environmental aspects of the journey also failed to mention PSVs, which - according to Chris Patten's white paper on transport at the end of 1990 - are more 'green' than any other public transport system.

A spokeswoman for the programme said the transport systems under consideration were air, rail and road: 'We tried to look at roads in the knowledge that most journeys such as this would have been by car.'

'We were not trying to target the various

methods of getting there,' she said.

'Ecologically, we realise that coaches are very good. We do a lot of pieces about coaches every year.'

In the film, a Holiday '91 reporter - talking to the camera while at the wheel - alleges he is the only driver doing 70 mph, just as a Dudley Coachways vehicle passes his car.

Partner in Dudley Coachways, Margaret Lloyd, said she was consulting her solicitors about the speeding allegation.

She commented: 'We have had half a dozen of our customers mention the programme.'

'It would be interesting to know the date the film was made so we could take a look at the tachograph discs.'

■ BRIEFS

● **NATIONAL Express** continues its off-season fares war against competitors with special offers for young and old Coach Card holders, following its Caledonian Express fare cut from Glasgow/Edinburgh to London of £24 (*Coachmart* 621, January 10).

Normal concessionary fares, such as London-Glasgow (£16.00) and Leeds-Cardiff (£21.50) have all been slashed to a flat £6 stand-by fare, apart from travel on Fridays. Coach Card reserved tickets cost £9, and the offer will last until March 23.

● **BUS passengers** in Saltash got extra bus stops as a result of Western National's extra services in the town.

Burraton, Liskeard Road, Yellow Tor Road, Spire Hill, Tobruk Road, Alamein, Warfeton and Greefell Avenue are now served.

● **BARTON Accessories** has opened an office and sales outlet at Pontevedra in Spain.

Managing director Dick Barton said: 'Contact has already been made with Iberian builders such as Camo, Salvador Caetano and Unicar.'

Dick Barton's daughter, Catherine Barbosa Lopez, will be running the agency at O'Canaspro, 6 Lamizanes, Pontareas, 36860 Pontevedra.

The agency may be contacted on 01034 86 660627.

● **BADGERLINE** subsidiary Thamesway has added 50 minibuses to its Southend fleet, sparking fears of a bus war with Southend Transport. Municipally-controlled Southend says it has combatted the threat with timetabling adjustments.

■ LEGAL

Hutchinson fined over school service

HUTCHINSON Coaches of Huthwaite was fined £600 with £20 costs for running an unlicensed minibus on a school contract.

Easingwold magistrates heard a Department of Transport inspector stopped the Transit, and discovered the driver was unlicensed, the vehicle had no certificate of initial fitness, and the operator was not licensed for it.

The driver, Linda Park, said she was told to take the Transit but had no idea she needed a PSV licence to drive it.

She was given a 12 month conditional discharge and ordered to pay £20 costs.

■ COACH SALES

Jonckheere wins new orders

TWO firsts feature in this year's orders for Jonckheere UK.

Buddens Skylark and Hallmark are taking the first P35 bodied MAN 10.180s for small group tours while at the other end of the scale, two Volvo B10MTs for Harry Shaw are the first tri-axle Jonckheere single deckers.

Hants and Wilts based Buddens Skylark ordered one 35-seat P35 and two 32-seaters with toilet, bar, coffee machine and fridge.

Simon Budden, managing director, told *Coachmart*: 'We needed a vehicle of this size, and being a confirmed Jonckheere customer



it's the right combination for us.' Buddens runs 20 full-size coaches bodied by the Belgian bodybuilder.

The new coaches are for British and UK tours.

Another confirmed Jonckheere user, Hallmarks Cars Ltd, of

Coleshill, West Midlands, has four P35s for April delivery after trials in Belgium and the UK.

Harry Shaw, of Coventry, is adding the tri-axle Jonckheeres to an existing fleet of eight 49-seat Volvo B10MTs.

Operations director John Shaw explained the move to Jonckheere. 'It's to avoid having all eggs in one basket,' he said.

Tri-axes are specified on the 51-seaters to overcome overloading problems.

Mr Shaw said: 'We've been caught twice on weight and don't intend being caught again.'

'It's not worth the inconvenience.'



BARGAINS



AT THE CAETANO JANUARY SALE, STARTS
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A SELECTION OF NEW VEHICLES AT NEVER
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£83,000



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DAF
SB3000
£94,000



MAN 10.180
£69,322

USED VEHICLE SALE BONANZA

25 USED COACHES **MUST GO!** BELOW ARE SOME EXAMPLES

12
METRE
COACHES



1989 DAF SB2305 Algarve, Full Spec, was ~~£85,000~~ now **£**

1986 SCANIA K112 Berkhof Esprit, 53 rec, was ~~£82,500~~ now **£**

1988 VOLVO B10M ALGARVE, Full Spec, was ~~£85,000~~ now **£**

1987 DAF SB2300 DUPLÉ 340, 57 rec, was ~~£87,500~~ now **£**

You will not believe us when we
tell you

Phone to save thousands

You tell us

Make us an offer



1987 LEYLAND TIGER 260 DUPLÉ 320, Full Spec, was ~~£84,950~~ now **£**

1983 LEYLAND TIGER 245 PLAXTON 3500, Full Spec, was ~~£80,950~~ now **£**

1980 LEYLAND LEOPARD DOM.I 535T, was ~~£77,950~~ now **£**

1979 AEC 760 DOM.II, 53 seater, was ~~£72,950~~ now **£**

Big Saving

????

!!!!

One only at this price



MID
COACHES

COME ON
DOWN, THE
PRICE IS
RIGHT

1982 FORD R1114 PLAXTON SUP, 49 seater, was ~~£76,950~~ now **£**

1981 FORD R1114 DUPLÉ DOM., 53 seater, was ~~£72,500~~ now **£**

1986 LEYLAND TERRIER OPTARE SERVICE BUS, 33 seats, 8 standees was ~~£77,500~~ now **£**

1980 BEDFORD YMT DUPLÉ DOM II, 53 seater, was ~~£7,950~~ now **£**

????

!!!!

You tell us

1987 BEDFORD YMP PLAXTON, 35 seater, was ~~£74,950~~ now **£**

1987 MAN 8.136 REEVES BURGESS, 32 seater, was ~~£74,950~~ now **£**

1986 IVECO 315 ALGARVE, 28 rec, was ~~£36,500~~ now **£**

1978 BRISTOL LHS SUPREME, 35 seater, was ~~£9,950~~ now **£**

One only

Give us a bid

Must sell at this price

????



MINI



1987 IVECO VIANNA, 19 seater, was ~~£29,500~~ now **£**

1987 TOYOTA OPTIMO GL, 19 seater, was ~~£25,950~~ now **£**

1986 MERCEDES 608D, 19 seater, was ~~£17,950~~ now **£**

1985 FIAT 60.10 BEJA, 18 seater, was ~~£14,560~~ now **£**

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TODAY

■ EXPRESS SERVICES

M40 to save journey times

THE new M40 will carve an hour off some express coach journeys and bring several new routes says National Express.

When the tape is cut on February 10, Birmingham-Oxford passengers will be on the coach only an hour and 20 minutes, while new Heathrow Airport services will be introduced.

NE promises direct links from both Oxford and Stratford to Heathrow and Central Wales, and from Oxford to Middlesbrough, Sunderland and the North East. Journey times are reduced from Oxford, Banbury, High Wycombe, Stratford, Leamington Spa, Warwick and Redditch.

● A new Reading Coachway will help link M4 express coaches with the town when it opens on February 10. Coaches which previously by-passed Reading will now use the coachway.

■ COACH SALES

Plaxton's sales offer

PLAXTON's Anston retail outlet is offering a £5,000 bonus of parts and service to operators buying one of 88 secondhand vehicles.

This and next month, Plaxton Retail Sales says it will give the full £5,000 in credit, to use against any vehicle, to Plaxton Duple Parts and Service. 'Operators will take advantage of the deal to buy a good-quality used vehicle, and then use the credit to upgrade other vehicles in their fleet entirely free of charge,' says Plaxton.

The vehicles on offer are a cross-section of secondhand stock and not just the higher-priced vehicles, says PRS. Prices range from £27,500 to £74,850. Details are available on 0909 551166.

■ NEW VEHICLE

First Lynx with Volvo engine

WELSH independent the Wright Company of Wrexham has taken delivery of the first Leyland Lynx bus with a Volvo engine.

The new vehicle is a Lynx II and is one of an order for two supplied by VL Bus and Coach, the marketing arm of the

giant Anglo-Swedish combine.

Wright's new 49-seat Lynx are powered by the turbocharged and

intercooled Volvo THD102KF engine, which produces 245bhp and drives through a ZF automatic gearbox. It passes the EEC 88/87 emission standard and represents Volvo green power for the future.

'Passengers are particularly complimentary about the smoothness of the ride with the latest Volvo Lynx II,' said John Wright, who has been operating Lynx for the last two years. 'The engine and gearbox give a great combination. With the Volvo engine, there is a smooth take-off and it is extremely quiet.'



Lynx II: popular with passengers.

■ COACH SALES

Berkhof orders 17 Scania

AVE Berkhof has ordered 17 Scania chassis for summer to satisfy an undisclosed major order and stock requirements.

The Berkhof Excellence vehicles will have a mixture of K93 and K113 chassis. Five Excellence 200s on K113 are destined for stock, while the rest - chiefly K113s - have already been ordered.

'The stock vehicles are not yet in build,' said AVE sales and marketing director David Waterman. 'Any orders placed for other bodies in the meantime may alter the specification of the stock vehicles.'

The K113 Excellence 2000 high-floor, fully seated, is expected to be priced around £120,000. First of the vehicles is expected to arrive in April.

■ OBITUARY

Clive Bentley

CLIVE Bentley, proprietor of seven-vehicle C Bently based at Amotherby in North Yorkshire, has died in hospital aged 82.

He established the firm in March 1933.

Ownership has now passed on to his two sons, Tony and Peter.

■ FERRY

Sealink to help coach operators

MORE comprehensive support for coach and group operators is the aim of major restructuring within Sealink Stena Line's group sales department.

The Swedish-owned company has appointed Tony Seaman, formerly Sealink's field sales manager, as national sales development manager. He will head a team of account managers responsible for coach and group business throughout the UK.

The team will provide specialist



Ferry helpful: Sealink targets coaches.

customer care and support for national and key accounts and set up a new business development consultancy service. Sealink says the new consultancy service will offer advice and support to enable operators to identify

and build new markets.

Sealink will also be developing a range of new products available wholesale to coach operators throughout the year. These will include ferry only and ferry plus accommodation

packages particularly geared to increasing business in off-peak periods.

A coach and group Hotline for national and key account customers will also be established.

These moves follow a recent announcement by Sealink that £178million is to be invested in new and upgraded ships, new routes and improved port facilities starting in 1991.

● Six page Ferry Special starts on page 26.

■BUS

Councils set to cut bus subsidies

THE threat of poll tax capping is forcing local authorities to axe subsidies for bus services as they attempt to stick to budgets.

● **West Yorkshire Passenger Transport Authority** is aiming to save £35,000 with cuts to night services run by Yorkshire Rider, but is hoping the Halifax-centred routes will be run commercially.

● **West Midlands Transport Authority** has had to shelve plans for a £3.5 million spend on bus lanes and a facelift of bus and rail stations. Councillors are taking

their case direct to Secretary of State for Transport Malcolm Rifkind, and say the borrowing limit set by Government is 'totally inadequate.'

● **Tyne and Wear** expects sweeping cuts to meet spending targets. Already, Newcastle City Council is planning a £12.7 million cutback of council-run care services, but the PTE is likely to be asked to use reserves to pay part of the £58 million transport subsidy, or make savings.

● **Cheshire** savings in the transport budget

amount to a fifth - £1 million from almost £5 million over the next five years. Again, subsidised services are at risk, though a decision has yet to be made.

● **And in Wiltshire**, cuts could finish subsidies for a staggering 34 services in the Thamesdown Council area, which includes Swindon, despite a call last year for an additional £70,000 in subsidies.

'I understand the county council is still looking to source money from other budgets,'



John Owen: warning of service cuts.

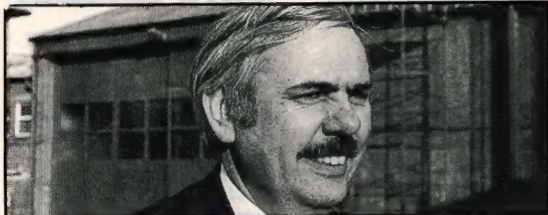
said John Owen - managing director of municipal Thamesdown Transport and Bus and Coach Council president.

'The possibility of service cuts must also be viewed in light of the fact that a number of commercial services

were deregistered last year and taken on by the council.

'However, it is a great shame that money may not be available for existing services, let alone the forthcoming need for public transport,' he told *Coachmart*.

■BUS



Watson scotches buyout plan

EAST Midlands Motor Services boss George Watson says a union representative's plan to buy the Stagecoach-owned company is 'absolute garbage.'

The outspoken managing director of the Chesterfield-based bus operation said RMT member Kevin Cocker had misled other employees with an approach which suggested his members could buy EMMS.

'He has raised the expectations of the workforce in an unfair

way,' said Mr Watson. 'Yes, the union, through Mr Cocker, have expressed that interest but EMMS is not for sale.'

'We do have a number in our minds but he would need to make an outrageous offer to buy EMMS. We find it hard to see any plan which would make this company any more profitable, without a significant sacrifice from the workforce.'

Mr Watson said he has written to Mr Cocker expressing his feelings.

■MANUFACTURING

PMT Engineering to continue production

RUMOURS that PMT Engineering is to cease minibus production have been scotched by commercial director Tony Marsh.

But, around 60 jobs have been shed through voluntary redundancy within the PMT Group since last November. The majority were fitters on the bus operation side and one of the engineering division's two sales staff has been made redundant.

'There is no question of us leaving the market place,' said the engineering division's commercial director Tony Marsh. 'But we have started a new management control system to utilise resources more efficiently in a contracting market.'

Despite the relative success of its AMI minibus, based on the Mercedes 814 chassis, the hard-pressed engineering division has been hit by a slump in orders.

Its engineering works at Woodhouse Street will continue to manufacture buses but with a reduced capacity. The bus operating division is about to take seven AMI

buses - but is cutting back on future purchases. Currently outside orders for the AMI are going to Chauffeurs of Telford and Warwickshire County Council.

However the maintenance depot at Clough Street in Hanley is threatened with closure as part of the cost-cutting drive. 'Cuts are taking place in all grades and at all levels throughout the Group to reduce overheads,' said Mr Marsh.

● **PMT's bus company** has also been hit by a slump in passenger journeys which has led to a reduction in services - mainly in the Newcastle area. Company managing director Steve Ellis is considering options to amalgamate depots into one central site, or closing both depots and setting up an alternative site. According to local press reports a new rota system has been set up at the Newcastle depot, and operations director Mike Frower has warned some drivers may be made redundant.

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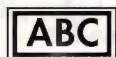
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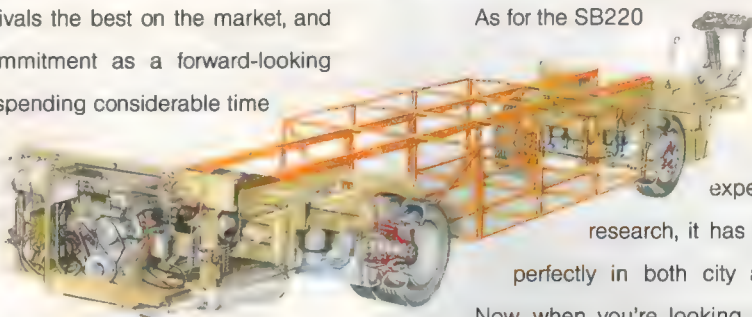
Of equal importance is ATi, a driveline philosophy that's already shown itself to be a major factor in achieving optimum fuel economy.

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You've been buying...You've been buying...You've been buying...You've been buying...

Peter picks Scania

PETER SMITH has a second new Scania K113 with Plaxton Paramount 3500 bodywork for his growing PC Coaches operation in Lincoln (see right).

The latest coach is for continental tour work with 49 sets, toilet, video and drinks machine - identical to PC's first new full size coach purchased in 1989.

In 14 years, PC has grown from one 1965 C-reg AEC to become Lincoln's largest coach operator with 18 vehicles.

More are on the way to cope with further success with county council contracts. Not that Peter Smith takes on contracts as the only route to expansion.

'Unless a vehicle pays, I won't get contracts just for the sake of it,' he told *Coachmart*.

Monthly accounting and personal control of the operation are important to PC's success. Turnover

has topped £320,000 and is growing. 'It's all about getting the right price for the job.'

A mixed - mainly Leyland powered - fleet operates, private hire, contracts, schools and local service.

One rural route previously tried by Lincoln City Transport and Road Car has been successfully developed. This service is run with a 21-seat Mercedes and dedicated driver.

Mr Smith claims that service and reliability have increased patronage to the point where a larger vehicle may soon be necessary.

Another Merc to executive specification operates tour feeders and on hire to council and business users.

In September 1987, PC purchased garage premises on Lincoln's Allenby Trading Estate. While providing undercover



accommodation and a self-contained operation, these facilities offer sufficient scope to allow outside maintenance work to be carried out on private cars and HGVs.

Peter Smith started after a background in mobile shops and supermarket management before moving into coaches with his father. He saw better prospects

by going alone - a point proved when he took over his father's Smiths Coaches in 1985.

Scania was first selected after looking at everything that was on the market.

Subsequent reaction from passengers and drivers convinced Peter Smith that the K113/Plaxton combination offers the best for PC's

Eastern Counties goes for Javelin



A SECOND delivery takes the total number of Dennis Javelins operated by Eastern Counties well into double figures.

Last year, the management-owned company put five Duple 300-bodied examples to work in East Anglia. These have been joined by a further 10 with Plaxton Derwent bodies, but to the same mechanical specification.

Javelins are primarily bought by other companies for coach operation, consequently vehicles specified with automatic gearbox and bus bodywork are less common.

Intended principally for stage carriage work, the Derwents provide coach-style comfort for longer distance routes radiating out of Norwich, Ipswich, Great Yarmouth and King's Lynn.

Soft trim adds a touch of luxury to bus travel and smooth suspension, power steering and ZF automatic transmission (incorporating a retarder) contribute to a better ride for passenger and driver than the Leyland Leopards or Bristol LHs, which they replace.

Eastern Counties engineering director Ken Polson said: 'We've never had a moments problem with the first Javelins.' Automatic transmission is required for the mix of county and urban routes. Fuel consumption varies according to use, but Mr Polson expects up to 11 mpg on routes such as Fakenham to Norwich, whereas a low of 7 mph is achieved when going 'round the houses.'

You've been buying...You've been buying...You've been buying...You've been buying...

Ardenvale Tours looks to the future

ARDENVALE Tours, of Knowle, Solihull, has recently added the former Toyota GB demonstrator Caetano Optimo in response to changing demand for small group private hire.

Joint managing director John Fletcher told *Coachmart*: 'We are coach, not minibus, people and have stayed away from converted vans. However, during the last two years there have been more small groups around.'

'Rather than give the work away, it was advantageous to take the opportunity of buying the ex-demonstrator.'

Ardenvale is looking to the corporate and quality private hire market for work.

Mr Fletcher cautioned: 'We shall have to prove ourselves in this market.'

The Optimo was supplied by Salvador Caetano (UK) Ltd.

It is a GL model with 18 moquette seats, courier seat, individual reading lights, forced air ventilation and full soft trim. However, it is not to full executive specification. Mr Fletcher said: 'We've been through the exec syndrome with a Van Hool some years ago, but you can't get the



volume of business.'

Nevertheless Ardenvale currently runs one Van Hool/DAF with two vehicles of similar quality normally in the fleet. Other vehicles include 29/35/53 seat Bedfords, 53-seat Ford and 55-seat Dennis Javelin.

The company was

established by George Fletcher in 1947 when nationalisation of his haulage fleet led to the purchase of a secondhand coach at a Measham sale.

A limited company was formed in 1965 and George's sons John and Mervyn became joint managing directors.



First for Silcox

The first of a new, improved Dormobile Routemaker body, allowing 33 seats and 11 standees on Mercedes Benz 811D chassis, is owned by Silcox Motor Coach Company, of Pembroke Dock, Dyfed.

The new bus brings the Routemaker fleet operated by Silcox to four vehicles - the previous three were 29 seaters. All are used on Dyfed County Council tendered services alongside three PMT-bodied Mercedes. Radiating from Pembroke and Pembroke Dock, the

minibuses run to Milford Haven, Tenby and Kilgetty.

Of Silcox's 59 vehicles, three quarters operate local services - about a sixth of which are commercial.

Coaching takes the firm's vehicles away from its home on private hire, work for tour companies, and own UK/continental tours.

In addition to new bodies on new chassis, Dormobile is completing a programme of re-bodying Mercedes chassis at its Folkestone bodyworks - the first being operated by Milton Keynes City Bus.

Trio heads for Plymouth

PLYMOUTH Citybus, which operates one of the biggest fleets of Reeve Burgess bodied buses in Britain, is evaluating a trio of new Beavers as some of its original minibuses come up for replacement.

Many of the original 1985 delivery of mini-buses have now covered over 250,000 miles. Plymouth Citybus was one of the first major operators to switch to minibuses for urban operation when it placed in service 85 Reeve Burgess-bodied Dodge 50 series.

Chris Webster, Plymouth Citybus engineering director, said: 'Our original minibus fleet has stood up well to intensive city operation, but the time is approaching when some of the earliest vehicles will have to be replaced'

'We are evaluating both the Renault S75 and the Mercedes Benz 709D, and taking the opportunity to try the Beaver - our current fleet of Reeve Burgess buses pre-dates the Beaver design.'



Rallying support for a big event

From Miss L D Harris

SIR

I have now taken over the role of publicity officer from Mr W G Edge and I am writing to notify you of the date and location of the 1991 AEC Society Rally. Any publicity you can give to this event in your publication will be very much appreciated.

The annual ARC Society Rally will take place on Sunday, May 26 1991, and once again the location will be the lovely setting of Wollaton Park, Nottingham. Any AEC (or AEC powered) vehicle is welcome to attend, and the event is open to all such vehicles irrespective of age or condition, providing they are roadworthy and meet the legal requirements. Any auto-jumble selling transport related items is

also a part of the event.

We are particularly keen to see AEC lorries, buses and coaches which are still in revenue earning service, as well as the restored and preserved examples which are a feature of this type of event. No 'concours' type of judging is carried out at AEC rallies, but all the vehicles attending will receive a commemorative plaque, by courtesy of the City of Nottingham Arts Department.

Awards are made to the oldest goods vehicle attending, the oldest passenger vehicle attending, the vehicle travelling the furthest distance under its own power to attend the rally, and the oldest AEC still in revenue earning service subject to tachograph regulations.

The usual AEC Rally

**Send your letters to:
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Wentworth Street,
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Or by fax: 0733 62656**



The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

theme of friendliness and informality will prevail, where visitors and spectators can meet with the vehicle owners. There is no entry fee, and our sponsors will be providing side shows and other attractions throughout the day. There will be a grand parade of all the vehicle in the afternoon.

Anyone requiring any further information about the AEC Society Rally should contact me at the address below.

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Our garage was first!

From W Hiron
SIR

I must take issue with Drawlane's claim to have opened 'the first new purpose built bus garage in Britain since privatisation of NBC' (*Coachmart*, January 3 1991).

Midland Red, part of the Western Travel Group, moved into a new purpose built £1.5m garage for around 60 buses in Leamington in June 1990, along with new adapted premises in Stratford at about the same time. Both these facilities replaced outdated buildings, and clearly indicate Western Travel's commitment to providing a safe and reliable local bus service in the area into the 21st century.

Whilst I would therefore concede that Drawlane may have the biggest, they have not got the first!

W HIRON
COMMERCIAL DIRECTOR
MIDLAND RED
RUGBY

Nostalgia Corner



AMBITIOUS plans by Dick Brothers, Dalkeith, were thwarted by the licensing authorities in that first era of deregulation before the 1930 Road Traffic Act.

Local authorities had powers to licence bus and coach operation within their boundaries. How these powers were exercised varied enormously throughout the UK. Most operators found it extremely difficult to obtain licences in Edinburgh where the city's own transport department and SMT, whose chairman Sir William Thomson also served for a time as Lord Provost, enjoyed a dominant position.

Dick Brothers planned an ambitious

express service between Edinburgh and London but was thwarted by the refusal of the Edinburgh authorities to grant the necessary licences. Later SMT introduced a similar service.

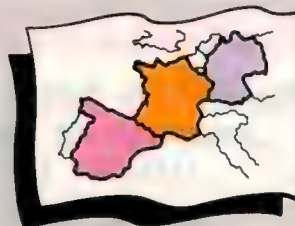
In 1931, the entire Dick Brothers fleet was lined up for this photograph supplied by Alistair Douglas. Nearest the camera is an AEC Ranger new that year. The other vehicles are an AEC Reliance, an ADC 417, a Daimler CF6, three Leyland Lionesses (two PLC1 and an LTB1) and two Morris Viceroyes.

In 1935, like so many other operators, Dick Brothers sold its buses and coaches to SMT to concentrate on its local garage business.

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Perfection in coaches

The clans are still revolting

THE picts and Scots may no longer be waving their dirks in each others faces but there is still plenty of conflict up there.

Mealstop's ex-pat sassenach in the Frozen North says the temperature is going up as Citylink and Caledonian Express go to war. Quite apart from the fact that CalEx has dropped its cross-border fares, it has also succeeded in riling Citylink in another way.

Citylink was quite smug about its new fare structure, which 'zoned' Scotland into sections with a fixed fare for each from London, and thus made life easier for both passengers and ticket agents. Not to be outdone, CalEx mimicked the idea within weeks.

CalEx may have a loaded gun, but it went off while still in the holster. On the firm's list of 'zoned' stops is one which CalEx doesn't serve. Even more amusing is that two which CalEx DOES serve aren't included...



● **MEALSTOP** has relentlessly pointed out that local papers and local buses somehow do not mix.

But loony press releases are quite a different matter from loony bus stories which get into print. Here's a corker from the Swindon Evening Advertiser.

'Bus passengers travelling between Malmesbury and Tetbury have longer to wait for their services,' it starts. Are the drivers a bit slow off the mark? Perhaps the new service

doesn't start for another month? Not a bit of it.

'...the bus times have been changed to running up to 45 minutes later,' explains a council manager. As far as the reporter was concerned, this meant passengers waiting an extra 45 minutes at the bus stop. Of course, intelligent passengers could set out at the new scheduled time or, and this is real lateral thinking, they could set out 15 minutes earlier than the old bus timing and have to wait less time for 'their services....'

● **CAVALIER** Coaches, of Ramsey, based around the corner from the Prime Minister's home in Cambridgeshire, was over the moon when it received a fax from the PM's Office in Westminster.

Proprietors Kim and Barry Crutwell duly sent out their best Volvo B10M/Jonckheere Deauville to pick up John Major's entourage who had



flown from Washington DC to USAF Alconbury. But there was no Nana Mouskouri look-alike on the coach, for Mr Major drove his own car to the set down point in Parliament Square.

Instead, Cavalier carried a motley collection of international journalists who were so jet and bourbon-lagged they snored through the whole trip.

Still, it's nice to see our PM had the energy left to drive.

The lack of such energy is not always caused by trans-Atlantic high life, to which Cavalier's top tour driver David Devoil will testify. David has had cancer diagnosed in his hipbone, and has been undergoing chemotherapy to return to the wheel. He's now driving his car, so Mealstop says 'get well soon'.

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Bankruptcy – avoidable or inevitable?



LAST week I wrote of the first warning sign of bankruptcy, but there is one event which may

have taken place before the manifestation of that sign. Those intent on staying on the highway of profitability will avoid it at all costs.

I refer to entering into financial obligations, perhaps leasing expensive vehicles, which have no reasonable expectation of being met from existing earnings. For a new, or expanding operator, financing the acquisition of a coach calls for no comment - save that it must generate earnings from the word 'Go'. Get the work, then get the vehicles, not the other way around. But an established operator who has no option but maximum finance of replacement vehicles might ponder the thought that this is tantamount to an admission that there has been insufficient depreciation and replacement funding from past sales.

HP repayments (and, in a similar way, lease payments) are part interest, part capital. The interest element is clearly a cost to be met from future earnings. In theory, the capital element is not part of the profit and loss equation. The reality is that it probably has to be generated out of sales and, unless budgeted for and met out of earnings, failure to repay this capital debt, or paying that at the expense of trade creditors, is likely to lead to bankruptcy.

In a few words. The prudent operator does not borrow that which he can not already afford to repay.

Let's assume the first inability to pay the bills was not recognised as sign-post number one to bankruptcy. With grumbling, groaning and threats from creditors, their account limits have been stretched from 30 to 60 and then 90 days or more and the overdraft limit is under constant attack. Has bankruptcy become inevitable?

No, but a darned sight nearer! Will the bank honour the wages cheque this week?



Re-assess the value of your vehicles realistically – at auction prices for instance.

Did the fuel cheque bounce? Three coaches want VED licences - can we find almost £1,000 for this? So many small businesses are in this situation that directors and proprietors tend to think that it is normal. 'Don't worry' they say to one and another, to their wives and their bank managers. But worrying, and acting, is just what they should be doing, for every financial hill that has to be climbed might be the last. It only takes one creditor to pull the rug to cause the fatal financial accident to ensue.

licences, fleet insurance premium, rates etc. Any other advance payments (e.g. hotel deposits paid) are also assets for this purpose.

Against that, list the liabilities. Include outstanding balances or liabilities on hire purchase, mortgages and other loans; creditors (including PAYE); any overdraft; any pre-payments by customers.

This task need not take more than half an hour and will not be totally accurate, but near enough to give a reasonable idea what (if

The prudent operator does not borrow that which he cannot already afford to pay.

Businesses which employ a really good accountant should not normally ever reach this stage. So the first thing to consider is whether a better accountant can be engaged before things get any worse. In any event, sit down and write a rough, but honest, balance sheet. Do not, I repeat, do not base it on book values in past accounts.

On the assets side put in the true worth of vehicles, i.e. the price they would fetch on a straight sale or in auction. Do not overvalue - it is only yourself you are kidding. Add to that the honest worth of any property owned by (or held as security for) the business; other capital assets; the value of stocks held; debtors; and the unexpired value of VED and operator

anything) would be left in the event of bankruptcy proceedings being instituted.

I remind readers that one of the reasons which prompted me to write this series of articles was the distress of seeing operators plunge mindlessly on down the road to bankruptcy, poverty and penury; unnecessarily losing the capital created over a lifetime's work, sometimes even over several generations. Even if the first early warning has been missed, ignored, or the remedy was not effective, this crude balance sheet may yet salvage something before fatal ruin.

Even if the assets minus liabilities show but a depressingly tiny positive

balance, or is nil, or even a small negative figure; there may be a ray of sunlight. For not all liabilities are due for instant payment, so there is some recovery time. But drastic, and I really mean drastic, action will be necessary. Again, I commend the assistance of a competent, caring and interested accountant.

There has to be acceptance that continuing on the same track is not an option. To do so is to meet, sooner rather than later, the hill which will be the final obstacle.

The medicine is triple doses of that prescribed before: ruthlessly cut back to the level of profitable operation; reduce the fleet to a half, a third or a quarter - whatever is necessary. Get rid of it all together if there is no profitable operation, for if you don't someone else will do it for you.

If having vehicles with burdensome HP repayments is a problem, be prepared to even give them away to someone who will take over the HP. Do not flinch at making too-large premises and surplus staff redundant (you will be kissing them all a permanent goodbye if bankruptcy comes), and double efforts to sell, sell, sell as if your survival depended on it. It does!

At the same time you have to avoid at all costs your creditors putting pressure on you which could trigger bankruptcy. Write to them explaining the problem and outline plans to settle their accounts. Most will appreciate your honesty. To do this you will need to project cash flows and profits for the new-look business. Let the bank have a copy and tell them what you are doing, too. Try and avoid asking for an (increased) overdraft. Should the overdraft become necessary later to fend off a litigious creditor it is more likely to be granted if the cash flows deposited are realistic.

By these means you may avoid walking blindly on to inevitable bankruptcy. You might have kept your home, but you are far from home and dry.

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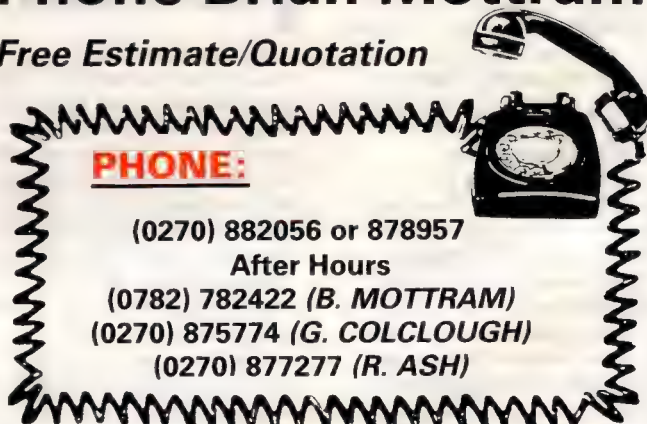
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Say G'day to a quality coach

Rod Davey carries out an 'In Service' test on a Van Rooijen Odysee-bodied Volvo B10GL MkII with a cargo load of holidaymakers returning from Down Under.

FEARING didgeridoos in the boot, stuffed wombats in the parcel racks and Vegemite leaking from the luggage - I ran empty towards Heathrow to pick up Pommie tourists returning from The Lucky Country.

Barry and Kim Crutwell of Ramsey-based Cavalier Coaches were keen to allow me to try out their rarity - a 1985 Van Rooijen Odysee-bodied Volvo B10GL MkII.

According to Barry, there are only one dozen such Dutch-built coaches in the country. Both proprietors claimed it was a 'dream machine.' But they were happy to allow me to drive it on a private hire - I had previously used my all-types PSV for them on other hires and school contracts around the USAF bases in Cambridgeshire.

However, I felt regular driver Cliff Day, losing his coach for 12 hours, was a little put out. But on my safe return he was quite happy to talk to me at length about his favourite motor - which he keeps immaculately clean.

Driver comfort

Driving it through unlit fenland lanes at five in the morning felt strange at first. Its large swept-back one-piece curved windscreen in these dark and misty conditions reminded me of my Duple 425 Integral test drive for *Coachmart* three years ago. I imagined it was rather like piloting a space ship, circa Dan Dare in *The Eagle* comic's heyday, except previously a snow blizzard was a substitute for an asteroid storm.

Excellent visibility gave me the 1950s' sci-fi spacecraft analogy, and the view through the rear view mirrors was generally good. But, on joining the A1 near Huntingdon, I found the nearside rear view was partially obscured by the



Van Rooijen bodywork: striking from the outside with its aerodynamic front with raked-back windscreen.

windscreen pillar. Despite this minor observation, the exterior mirrors were well sited above eye-level, keeping obstructions when turning at junctions down to a minimum.

Comfort was superb seated in the fully adjustable Bremshey air-suspended seat with head restraint and arm rests. And most switches and instruments were fairly easy to hand on the fascia panel, despite its lack of symmetry. However, it is hard to see how an even layout of instrumentation could be achieved within the dashboard - which has a unique, horizontal half-teardrop shape.

The two-spoke Volvo steering wheel cut my line of vision to the warning light array on the left and the air pressure and battery charge gauges on the right. However within the wheel's circumference the tachograph, rev counter, temperature and fuel gauges were plainly visible. Together with a large red universal warning light on the far right, the left hand array contained warnings for 20 functions - including heated mirrors and brake wear as well as the usual ones for oil and coolant (fluid levels and overheating).

To the left of the warning light array on this semi-parabola was the Webasto pre-heater controls, Telma stem and Blaupunkt radio/cassette/PA. Handbrake,

Broms brake and rocker switches for all coach functions were on the right hand below the driver's window. The steering wheel contains a centre horn with stems either side for lights and wiper controls.

By the time I reached the M25, I had the horrible feeling the coach's interior temperature was a little high. I had been warned by the Crutwells to set the Dreihair air conditioning to half its maximum setting, which I duly did. But concentrating on driving down the

road, I was forced to open the driver's window to let in some cold air. I was later compelled to understand its workings by the returning Pom customers of Bedford-based hirer Alan Sturges Travel.

I arrived at Heathrow just in time to meet the returning party from Australia.

Having had a wonderful time in the Antipodes and a tiring stop-over in Bangkok, the party were anxious to give me their luggage to load.

Passenger comfort

My fears of replays of wombats wrestling in mud and excessive imbibing of the Amber Nectar were totally unfounded - my 'load' was an exceptionally well-behaved bunch, for the most part retired 'travellers'.

With the rear toilet taking up part of the rear luggage compartment, it was quite a difficult job even loading their minimal luggage into it. But I succeeded - and if I hadn't there was plenty of extra room in the side lockers, especially with this high-line body. But regular driver Cliff Day said later: 'Although there's not a lot of room in the boot, the side lockers are straight through. I regularly drive customers on Canvass Holidays contracts - carrying 46 passengers, kit bags and camping gear.'

Van Rooijen bodywork is very

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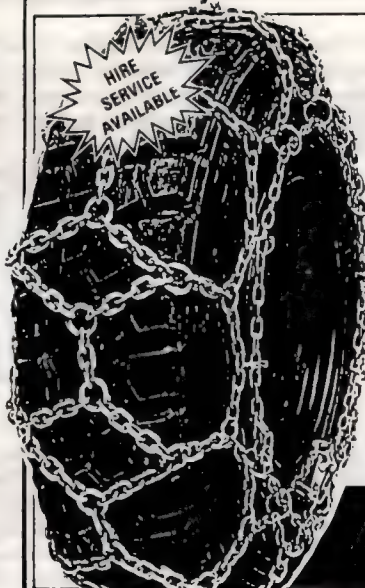
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Coachmart January 17, 1991

◀startling from the outside, the most noticeable feature being its aerodynamic front with its raked-back windscreen. After leaving Heathrow customs and immigration, the holidaymakers looked impressed. Main body panels were steel, with GRP to the front and rear. Side windows were double-glazed and tinted.

Luggage from the other side of the globe for 20 people was readily accommodated.

Despite arriving from the sub-tropics, my clients found the heating level from the Dreihä heating and ventilation system, which is mounted in the front bulk head, oppressive. Oh dear, but these were discerning passengers - and I hadn't been drilled. However, after a little bit of fiddling on my part it came out all right, as it usually does. Controls are on the central front panel to the left of the fascia. As well as the main Dreihä two-speed system, there were individual rack blowers and full-size sliding roof ventilators.

Happiness prevailed when the optimum interior ambient temperature was restored.

I had listened to the radio on the way down to Heathrow. Sound quality was good through eight pairs of speakers. The audio system was complete with a wander mike mounted in the central fascia panel.

If they had been specified on the contract, a Samsung video system with a front-mounted Ferguson monitor was available - as well as a Senate Vending boiler system mounted on the rear toilet installation. The compartment, which was not very roomy, was equipped with an Electra Magic re-circulating toilet.

More importantly there were 49 Van Rooijen recliners complete with armrests and ashtrays. The seats had been re-moquetted in a grey check - and the seat configuration gave about average legroom. With half the maximum load there were no complaints as the returning holidaymakers were able to spread out throughout the saloon.

Being a high line body there were quite a number of steps to the entrance, with four to the level driver's area, a deeper further step, and a sloping aisle to a level saloon. Access through the power door, which opens backwards after fitting flush



Returnees from Australia unload their luggage with no sight of a didgeridoo.

to the raked windscreen, was fairly uncluttered - although the last step to the driver's area was narrower than the others.

But despite their long tiring journey from Down Under, none of the aged travellers had any trouble with the steps - and there were ample grab handles to the courier area.

Walls and roof were soft trimmed in a grey cord, the floor was covered in a charcoal lino, and the parcel racks, which had all the usual individual services, were quite shallow with a narrow lip. The roof centre panel and rack undersides were finished in a contrasting black and orange moquette - probably having matched the original seat covering.

Performance

Despite having the B10M engine option rated at 276bhp and an unladen body weight of 12,100kgs, the coach had an excellent power take-off - with throttle pressure producing a nice surge whenever needed. And a torque rating of 774 lbf ft @ 1,250rpm ensured gradients on the M1 to Bedford were handled easily.

Vehicle ride was definitely better than I have experienced on other B10M chassis. Pitch is not usually a problem but with its full air suspension roll is often quite discernable. With this coach there was very little roll, even when loaded or taking sharp bends. And with the ZF power-steering, although extremely light there was plenty of 'road feel'.

Manoeuvrability was quite good, whether forwards or when reversing, and was tested to good advantage in Heathrow's tight Terminal Three loading bays. Although the mirrors are above eye level from the driver position, they ride under other vehicle mirrors which is quite handy in tight situations.

Verdict

Driving to speed limits in the limited time available over a distance of 200 miles, fuel economy, although not exceptional, was about par for the course at a little over 10mpg. But this is very definitely an upmarket machine for quality work.

For two driver jobs, there is a driver's bunk. But this is used as extra storage space by Cavalier - not surprisingly, for the bunk is extremely cramped and access is through a roller door at the rear emergency exit or through an exterior 'coffin' entrance. Other storage is provided with a courier cupboard, handy for notes and personal effects.

Cavalier paid £55,000 for the machine in early 1988 - and according to my dealership sources it may be expected to fetch between £30-£35,000 right now. The fact is it is an unpopular body - not because it is ugly, which it is not, but because no spares support exists in Britain at the present time. The main problem is the one-piece raked windscreen, but a deal with Autoglass might put the matter right. Autoglass carries unusual windscreens in stock for operators who request the service.

However, accepting the spares problem, I'd say it was a bargain buy for any operator with a strong contracts' base needing an upmarket vehicle for occasional contract tour or in-house tour work. The big advantage, of course, is its easily serviced Volvo B10M chassis.

Specification:

Van Rooijen Odysee high-line on Volvo B10GL Mk11 chassis.

Dimensions:

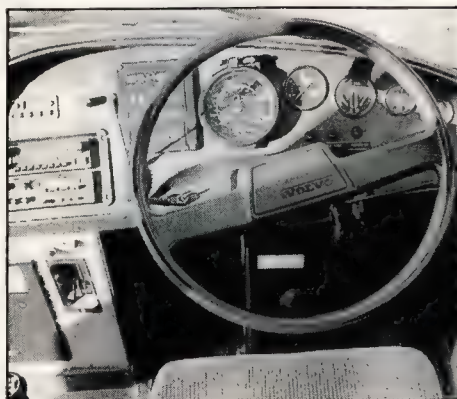
Length	11,887mm
Width	2,500mm
Height	3,500mm
Wheelbase	6,096mm
Rear overhang	3,505mm
Front overhang	2,286mm
Unladen weight	12,100kgs
GVW	17,000kgs

Engine	THD102 10-litre turbocharged diesel.
Max output	276bhp @ 2,200rpm.
Max torque	774 lbf ft @ 1,250rpm.
Gearbox	ZF 6S 90 six-speed synchromesh.
Clutch	Single dry plate.
Brakes:	
Type	Full air dual circuit.
Retarder	Telma 5-stage on foot brake and manual stem.
Steering	ZF integral power-assisted.
Suspension	Full air. Front - one trunnion either side. Rear - two trunnions either side. Shocks - four telescopic.

Fuel tanks 2 @ 33 gallon = 66 gallon.

Fuel Consumption:

Fill	Distance	Used	MPG
Cavalier	202.57 miles	20 gallons	10.13
Coaches,	(326km)	(90.92 litres)	
Ramsey,			
Cambridgeshire.			



Two spoke Volvo steering wheel: cuts the line of vision.

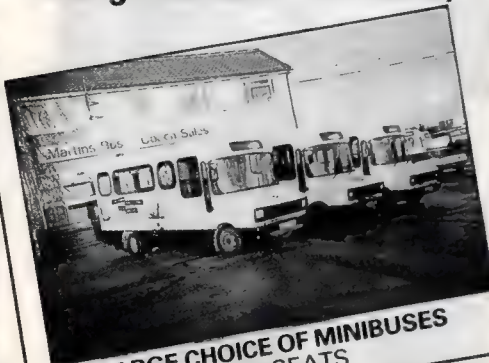
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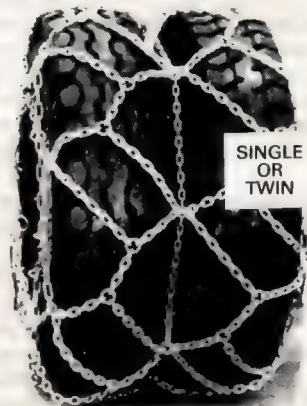
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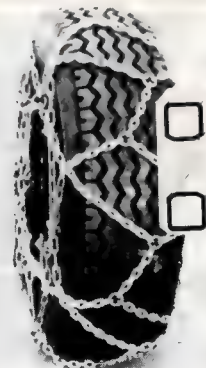
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CM17/1

Weekly report on law and the coach operator By Michael Jewell

Operator took on own maintenance



AN Aberdare operator, who appeared before the South Wales traffic commissioner John Mervyn

Pugh at a Cardiff disciplinary inquiry because of maintenance problems, has been strongly advised to seek professional advice.

Graham Jones, who trades as Doug James & Sons, was first granted a licence, authorising the operation of three vehicles, in November

1988. A fleet inspection by DTp vehicle examiners led to several prohibition notices being issued.

In evidence, Mr Jones admitted that he had not accepted an invitation to attend a 'new operators' seminar. He suggested that some of the defects listed were not bad, but Mr Mervyn Pugh pointed out that they had been sufficient to warrant the imposition of an immediate prohibition notice.

Mr Jones disagreed, but admitted that he had not asked for the vehicle examiners to be called to give evidence so that he could challenge what they had said.

Adjourning the proceedings to enable Mr Jones to take legal advice, Mr Mervyn Pugh said that in the interests of natural justice he could not take any disciplinary action until Mr Jones had had an opportunity

of putting his points to the vehicle examiners. The problems indicated that the vehicle inspections were not being carried out properly and it might be better if Mr Jones went to an outside contractor. He had had an opportunity of attending a seminar, which were run at regular intervals to advise

He admitted he had not accepted an invitation to attend a seminar for new operators.

new operators how to run their PSV fleets. Mr Jones chose not to attend and to inspect the vehicles himself. The result was

that he had collected immediate prohibitions which constituted a danger to the public.

Warning Mr Jones that his licence was in jeopardy, and that revocation would mean the end of his business, Mr Mervyn Pugh said that Mr Jones had been very lucky that he had not suspended it pending the resumption of the hearing.

Licence cut in Hertford



THE O-licence held by Reg's Coaches of Hertford, has been cut

from 17 to 14 vehicles, and the duration reduced by two years, expiring in January 1992.

The company appeared at disciplinary proceedings in London, before Metropolitan traffic commissioner Air Vice Marshall Ron Ashford, following convictions for failing to produce tachograph records and obstructing a traffic examiner. Two of the company's drivers had been convicted of 11 offences of falsifying tachograph records.

Warning the company about its future conduct, and directing that there be no increase in vehicle authorisation for 12 months, Air Vice Marshall Ashford said that he did not accept the evidence about the handling of tachograph charts and other records. The company should have been aware of what was going on, and if it had not been aware then it had been negligent in failing to find out.

LEGAL NEWS

● A FACTSHEET explaining which vehicles will be required for driving tests under the new driver licensing system is now available.

The so-called 'minimum test vehicles' are part of a wide-ranging set of proposals to bring the driver licensing system in Britain into line with EC requirements (Legal News, Coachmart December 20).

The factsheet is the latest in a series produced by DVLA about aspects of the new driver licensing system for PCVs (Passenger Carrying Vehicles - Euro-speak for PSVs) and HGVs. Although not a definitive statement, the sheets do provide clear, basic information about the legislation.

Previous factsheets, still available from DVLA, covered:

- Drivers of PCVs with more than 16 seats not used for hire or reward.
- Grandfather rights and special provisions for drivers of historic buses.
- Entitlements of PCV drivers under the new licensing system.
- Entitlements of minibus drivers under new licensing.
- Medical standards for drivers of PCVs under the new driver licensing system.

All fact sheets are available from DVLA, Swansea SA6 7JL.

Acomb Link gets warning



IN cutting the duration of the licence held by Gerald Crompton, trading as

Acomb Link, of York, the North Eastern deputy traffic commissioner Brian Horner said that he had been wise to drop his bid to increase the authorisation on the licence from two to four vehicles.

DTp vehicle examiner Robert Oxley said that he had carried out a maintenance investigation with Mr Crompton having been given two weeks' warning. It was said that there was a maintenance agreement with Lex Tillotson, although a copy of the agreement could not be

produced. Inspections were said to be every six weeks, but there were no records to support that claim. It seemed to him that maintenance was carried out by a selection of people. The BRS Depot at James Street, York, was used as Mr Crompton's operating centre. He understood that BRS wished to terminate that agreement. There were no maintenance staff employed. The maintenance arrangements had been satisfactory when the work was undertaken previously by BRS. Mr Crompton was struggling to operate two vehicles.

After a contract with Lex Tillotson was produced, Mr

Oxley said that if it was adhered to the vehicles should be in a satisfactory condition, provided that they were passing their annual tests. Asked about a prohibition notice issued to one of Mr Crompton's vehicles during its annual test in March, Mr Oxley said that the vehicle had been in for a pre-MOT test seven days before, and had not been used since. The trouble had arisen after the maintenance contract was terminated with BRS. There was provision for drivers to report defects on the daily running sheet, but he was unable to trace them.

Mr Crompton said that he had four vehicles, but one was to be sold and one was

Weekly report on law and the coach operator By Michael Jewell

◀ in for repair. The application for the additional authorisation was to be withdrawn. He only ran two vehicles on service at any one time. The third vehicle was kept as a spare. He denied that BRS wished to terminate the arrangement for the use of the James Street premises, saying that he was the one looking for a new site. As long as he paid the rent he could park at James Street. He agreed that he had a maintenance arrangement with BRS up until January 1990. He said that when the vehicle was given a prohibition at annual test in March, he was contracting his maintenance out to someone else. He then took out a maintenance contract with Lex Tillotson.

Mr Horner said that only three inspection sheets had been produced for the period since August, and they related to only two vehicles.

Mr Crompton replied that the third vehicle had been on the road for only two weeks and had not been inspected during that period. He said that since November, Lex Tillotson got in touch with him when vehicles were due to be inspected. Last year he had spent £9,000 on maintaining the vehicles. He had no difficulty in paying the repair bills, he had never been in the position of not having a vehicle repaired because he could not pay for it, and if a vehicle was found to have a defect then it was taken off the road straight away. If a driver found a defect then they rang him. If the defect was serious, the vehicle was towed to Lex Tillotson and the spare vehicle was put into service.

Asked why no maintenance maintenance records prior to August could be produced, Mr Crompton said they had been posted to the vehicle examiner and had gone missing. Lex Tillotson could have a copy.

Mr Horner said that it was a highly unusual situation. Lex Tillotson must know if they had a copy of the records. They were a large organisation.

Mr Crompton said that he had one service from Acomb to York which required two vehicles, operating from 0730 to 1830 hours Monday to Saturday. If one vehicle was

off the road and a defect was found on the other, a bus was hired in. The spare vehicle had not been inspected since August. It had slipped his mind. He had had a few problems and did not have

He had no difficulty in paying the repair bills and had spent £9,000 on maintenance.

time to take the vehicle in.

Mr Horner said that Mr Crompton had given an undertaking to have his vehicles inspected regularly and have a proper maintenance system.

He was granted a standard national licence in October 1988 for one vehicle. An increase of one vehicle was applied for in February 1989,

and that was refused because of the maintenance situation. In September 1989 the authorisation was increased to two vehicles.

In February a warning letter was sent to Mr Crompton concerning the maintenance of his vehicles. It was a flimsy situation and it was not adequate.

Mr Crompton had undertaken to be a responsible operator and had failed badly. Keeping vehicles in a safe condition was a matter of public interest. Mr Crompton was carrying people every day. They were paying him money for a safe journey.

After studying accounts produced, Mr Horner said it was a serious case of neglect. The warning signs had been out since October 1988. There was no evidence of maintenance being carried out, as only three inspection sheets had been produced. That was not satisfactory and he was concerned for the

safety of passengers.

Though the contract with Lex Tillotson was satisfactory, the operator was totally responsible for the organisation of maintenance. It was not a matter for Lex Tillotson.

Mr Crompton had skated near the edge regarding his reputation and his maintenance system.

Curtailling the duration of the licence, so that it expires at the end of March instead of in October 1993, Mr Horner said that would give Mr Crompton time to get his house in order.

He hoped that the proceedings had been a shock and a salutary lesson. He did not think that Mr Crompton was a criminal, but he had shown lack of attention to his responsibilities.

He was being given one last chance to get house in order, and his vehicles and inspection records would be examined again before the end of March.

Lincoln service ban upheld



LINCOLN City Transport Ltd has lost its appeal against the decision of Eastern traffic commissioner Brigadier Compton Boyd, banning them from operating a Lincoln City circular service for a period of seven days. (Coachmart 593, June 21 1990.)

The ban followed complaints from Enterprise and Silver Dawn Bus Co about the unauthorised operation of a schools extension during school holiday periods on two days in February and one in April.

The company's then managing director Peter Townley told the commissioner that the February contraventions had arisen because of ambiguous instructions given to staff relating to what should happen during school holidays. Steps had been taken to remedy the situation and he was at a loss for an explanation for the April incident.



LCT: decision upheld.

He said the allegation of intentional interference with the operations of another operator had not been pursued. Lincoln City had an exemplary record and the disruption to the travelling public if the ban was enforced would be very considerable.

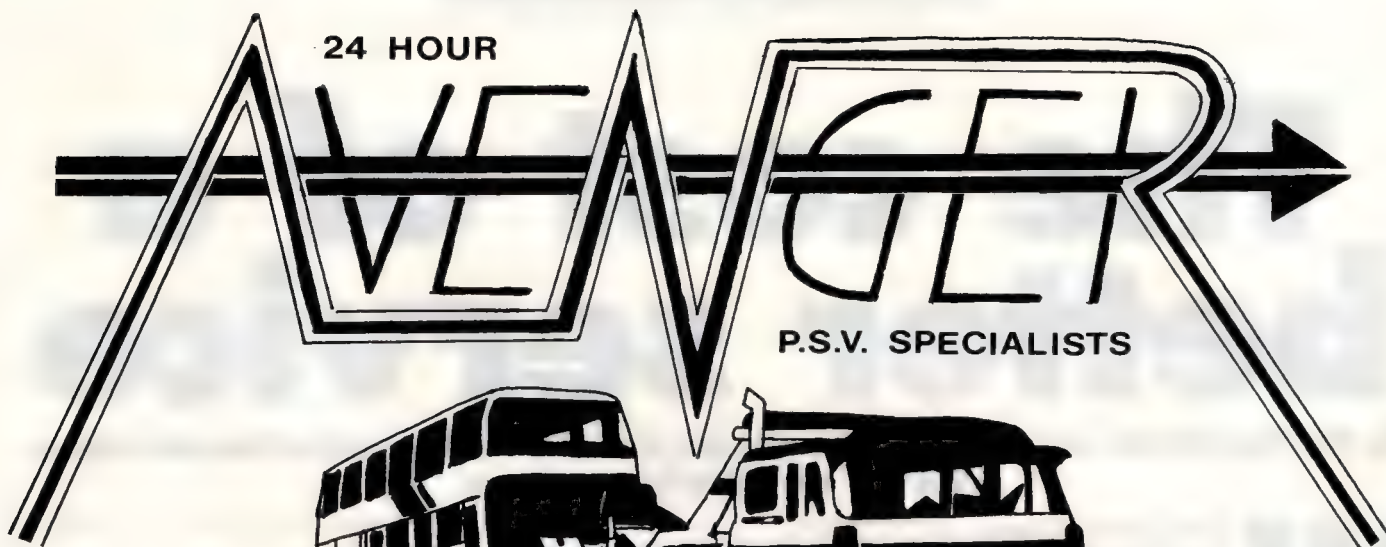
He argued that the loss of revenue for a period of a week would amount to a severe financial penalty.

In dismissing the appeal, the tribunal said that the commissioner's decision could not be faulted. It

was incumbent upon an operator to manage his employees in such a way that they kept to the registered particulars of a service extant at any particular time.

Apart from the argument concerning financial penalty, the matters raised were raised before the commissioner and he had taken account of them. They had no doubt that the commissioner was well aware of the financial implications of his decision.

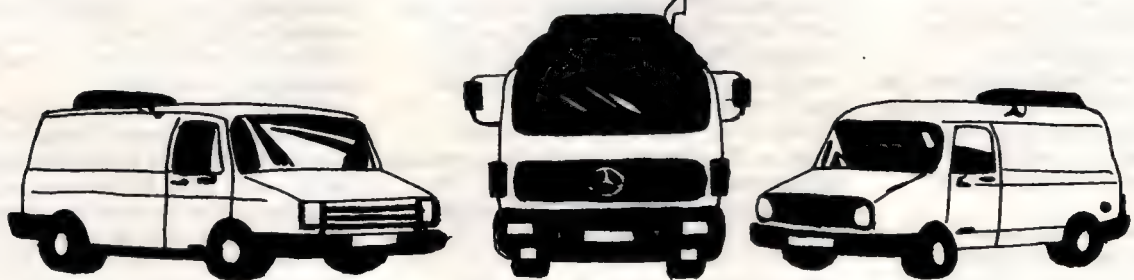
Following the February incidents, Lincoln City had been warned by letter that, although no further action would be taken in relation to those contraventions, their details would be filed and they would be taken into account should a similar incident occur in the future. In those circumstances, said the tribunal, the commissioner's decision to suspend the operation of the service in question for a week was fully justified.



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The cost of a better service

As the Chunnel gets nearer, ferry companies are providing a better service than ever before. But at a price. Rod Davey reports.

Will the Channel Tunnel kill off the coach ferries? Not likely for the immediate future. It seems more probable that the Chunnel rail link will be busy handling business demand for a quicker, hassle-free passage into mainland Europe - and most likely by car. The ferries' main competition will be the airlines, and they will not be able to compete on price - or on door-to-door flexibility.

But come the darkness of night, when 'corporate man' is sound asleep, the Chunnel will beckon the coach operator with a differentiated rates structure. With business demand at night at near zero, prices will drop considerably to keep the Chunnel's capital employed - even if its rates are at cost-price or even less. Otherwise night-time losses, given the enormous infrastructural costs, will erode day-time profits.

Last year's historic joining of Britain with France only brought forth a timid 'bonjour' from our own British tunneller to his French counterpart. But the ferry companies are ready with a loud 'bonjour Europe'. Mindful of a general distaste for travelling underground, the ferry companies have been marketing their positive features.

'Cruise into Europe' has been one memorable slogan. And there's no doubt many coach customers on continental breaks see the ferry journey, with its meals, entertainment and duty free shops, as an integral and enjoyable part of their holiday. The ferry companies have been backing this with massive investment - ferries are being 'stretched', refurbished, and generally fitted with improved facilities.

Of the main contenders, Sealink Stena Line launched the Fantasia last year. I have already travelled a few times on this ferry and can vouch for the improvements. After being stretched, the vessel contains a duty-free area near the size of a Calais hypermarket, club class lounges and a disco in a decktop structure reminiscent of the London Planetarium.

Sealink's new Swedish owners Stena Line, which took over the company last spring, looks set to continue in this positive vein - as its new service from Southampton to Cherbourg, to start in



Coaches welcome: operators and their passengers are being wooed by more upmarket services.

mid-1991, demonstrates.

Sealink's main channel rivals, P&O European Ferries, claim market leadership - and last year carried 8.6 million passengers and 1.5 million tourist vehicles, with record carryings on its premier Dover to Calais service. P&O is steadfastly improving facilities on its existing ferries, with major refurbishments to be completed in time for the busy Easter holidays. Work on the Pride of Calais should be worth looking out for, with POSH bar, Peninsular lounge and extensive refurbs in the main public areas.

Sailing to Dunkerque, Sally Ferries is building upon its reputation with the introduction of new facilities. It's now even possible to shop in the world's first ferry-based Benetton on the recently stretched and refurbished Sally Sky, which also has a casino and new fast food Brasserie.

Olau Line, with its cross Channel route to Vlissingen, has also been coming up trumps for the coach operator. The attractiveness of its eight-and-a-half hour night crossings, giving cost-effective overnight accommodation each way for coach clients, is echoed by its coach business increasing by 16 percent in 1990. Accommodation is in eight

different types of cabin - all air-conditioned and equipped with showers and toilet facilities.

Hoverspeed is - at last - introducing the first vehicle and passenger-carrying catamarans this year. Called the Seacat, the first of two will start operation on a combined Dover - Boulogne/Calais route mid-year, with the second concentrating on the Calais service.

The twin-hulled ferries ride above waves of up to 12 feet, with a third hull for rougher seas. Passengers are provided with in-flight airline-style services. Although the main target market is the private motorist, the Seacats can carry minicoaches up to 5.5-metres, but capacity is limited. During the summer peak a 5-day return for such a small coach will be £226. Passengers will be charged the appropriate foot passenger group rate.

Famous for its direct longer crossings to Brittany and Spain, Brittany Ferries is guaranteeing its inclusive coach break prices until 1992. Prices charged to the operator/group handler for a one night break in Paris start at £35 per person with Versailles, Caen and St Malo breaks beginning at £30. And ferry crossings are included in the rate.

Brittany Ferries' sister company

British Channel Island Ferries continues its specialist market with journeys to Jersey and Guernsey - and says passenger carryings have increased by 15 percent. Coaches are not carried, so operators are restricted to feeding the ferries in Poole. But the company negotiates inclusive packages for the operator, including its Island Breaks programme.

However the Channel is not the only way to Europe, and North Sea Ferries will be taking coaches on its popular long cruise-style crossings to Zeebrugge and Rotterdam. I've found North Sea's 14-hour crossings just the thing before getting busy in Europe. And tourists I've travelled with enjoy the break, dancing to live bands and playing blackjack into the wee small hours.

One driver jobs to Hamburg, a German city with many famous attractions, make Scandinavian Seaways a good way of combining a cruise with a city-break. Also sailing to Gothenburg in Sweden and Esbjerg in Denmark, its ships feature a nightlife to rival its lively destinations.

A new name on the North Sea, Norwegian-registered Color Line grew from Norway Line and bought Fred Olsen's company in December - becoming Norway's largest ferry company with a fleet of six vessels. Having sailed on Norway Line's MS Jupiter to Bergen, I



Channel cruising: for many tourists the crossing is an enjoyable part of the holiday.

can vouch for the cruise-style atmosphere and entertainment. However, Color Line's Jupiter is a newer ship, the re-named Bolero, modernised in 1990.

Color Line is consolidating its existing routes and hopes to provide the coach operator with a cost-effective service. It will continue to provide the inclusive packages without which coach operators would find it next to impossible to offer attractively priced holidays in Scandinavia.

In an increasingly competitive market, even the short-crossing Channel operators have gone into the inclusive breaks business - particularly Sealink and P&O. It might pay you to look into these before organising your own and booking your ferry crossings in 1991.

The Isle of Wight remains a popular destination for coach tour operators, with the main crossings provided by Red Funnel from Southampton and Wightlink from Portsmouth and Lymington. Wightlink's parent company Sea Containers sold Sealink to Swedish Stena Line - but still runs the Isle of Wight services. Sea Containers sold the Sealink name and logo to Stena so there was a need for a new trading name - hence Wightlink.

Despite the competitive atmosphere, prices, alas, have risen. On the short-crossing channel routes, for example, peak prices have risen by up to 25 percent. But price competition for the coach operator's off-peak business, especially cross-channel shopping trips, has never been as frantic. A case in point is P&O's 'Party Poppers', with 24-hour return fares from £219 per coach up to March 20. These are £80 less than last year's day sailing rates.

As the Channel Tunnel, with its expected night-time low rates, comes closer to completion, it will be interesting to see how the rates move next year. ►

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COLOR LINE, TYNE COMMISSION QUAY, NORTH SHIELDS NE29 6EA TELEPHONE 091 296 1313

Coach operators' ferry guide

B&I LINE

B&I Line,
Reliance House,
Water Street,
Liverpool L2 8TP.
Tel: 051 227 3131.

Group reservations: 051 227 3131.
Rates: Coach rates vary between £260 to £750.

Route Holyhead - Dublin.
Service All year.
Crossing time 3 hours 45 minutes.

Sailings Twice daily, ex-Holyhead 0400 and 1545, ex-Dublin 1000 and 2145.
Ferries used MV Leinster.

Route Pembroke - Rosslare.
Service All year.
Crossing time 3 hours 45 minutes.
Sailings Twice daily, ex Pembroke 0245 and 1414, ex Rosslare 0830 and 2030 (no 0830 sailing on Mondays).
Ferries used MV Munster.



BRITTANY FERRIES

Brittany Ferries,
The Brittany Centre,
Wharf Road,
Portsmouth PO2 8RU.

Tel: 0705 827701.

Group reservations: 0705 753033.

Route Portsmouth - Caen.
Service Runs all year.
Crossing time 5 hours 45 minutes.
Sailings Daily throughout the year - with up to three daily in busy peak periods.
Ferries used Duc du Normandie, Reine Mathilde.
Group rate/person Single adult £16-£19.50, single child (4-13) £9-£11. 60-hour return: adult £23.50-£28.50, child (4-13) £15.50-£18.50. Empty coach and driver £140-£155.

Route Portsmouth - St Malo.
Service March to December.



Crossing time 9 hours.
Sailings Daily. Up to two daily in peak season.
Ferries used Duchesse Anne, Armorique.
Group rate/person Single adult £21-£24, single child (4-13) £11-£13.50. 60-hour return: adult £30-£35, child (4-13) £20-£23. Empty coach and driver £140-£155.

Route Plymouth - Roscoff.
Service Runs all year.
Crossing time 6 hours.
Sailings Up to three daily in peak season.
Ferries used Bretagne, Quiberon.
Group rate/person (as Portsmouth - Caen)

Route Plymouth - Santander.
Service Runs all year.
Crossing time 24 hours.
Sailings Up to three weekly in selected periods.
Ferries used Bretagne.
Group rate/person Single adult £42.50-£58, single child (4-13) £26.50-£35. Five day return: adult £68-£93, child (4-13) £40-£56. Empty coach and driver £207-£280.

Route Poole - Cherbourg.
Service May to September.
Crossing time 4 hours 30 minutes.
Sailings Daily. Up to 4 daily in peak season.
Ferries used Tregastel, Corbiere.
Group rate/person (as Portsmouth - Caen)

BRITISH CHANNEL ISLAND FERRIES

British Channel Island Ferries,
Fairfield House,
Kingston Crescent,
Portsmouth PO2 8AA.

Tel: 0705 666900.

Group reservations: 0705 667799.

Rates: As coaches are not allowed in the Channel Islands without special permission, all group rates, for 10 or more adults with two children aged 5-13 counting as one adult, are for foot passengers.

Route Poole - Guernsey - Jersey.
Service Runs all year.
Crossing time 8 hours 45 minutes to Guernsey, 11 hours Jersey by night. By Day 5 hours 45 minutes to Guernsey, with a further two hours to Jersey.
Sailings Twice daily most of the year, but service reduced to one sailing a day in November and December.
Ferries used Rozel and Havelet.
Group rate/person Ordinary adult singles are £28 economy, £32 standard and £36 peak - and for children aged from four to 13 are £14, £16 and £18 respectively.



CALEDONIAN MacBRAYNE LTD

Caledonian MacBrayne Ltd,
The Ferry Terminal,
Gourock PA19 1QP.

Tel: 0475 33755.

Group reservations: Mr I Young, Traffic Department on 0475 33755.

Route COWAL. Gourock - Dunoon.
Service All year.
Crossing time 20 minutes.
Sailings Frequent throughout the day.
Group rate Coach including driver is £44 single and £62 return on all periods.

Route BUTE. Wemyss Bay - Rothesay.
Service All year.
Crossing time 30 minutes.
Sailings Frequent throughout the day.
Group rate Coach and driver off-peak single £16.80, standard single £17.20.

Route BUTE. Colintrave - Rhubodach.

Service All year.
Crossing time 5 minutes.
Sailings Frequent.
Group rates Coach and driver off peak single £9, standard single £9.20.

Route CUMBRAE. Largs - Cumbrae Slip.
Service All year.
Crossing time 10 minutes.
Sailings Frequent.
Group rate Coach and driver return off-peak and standard £19.20.

Route ARRAN. Ardrossan - Brodick.
Service All year.
Crossing time 55 minutes.
Sailings Approx. every 2-hours 45 minutes.
Group rate Coach and driver off-peak single £35.60, standard single £43.40.

Route ARRAN. Claonaig - Lochranza.
Service Summer service only.
Crossing time 30 minutes.
Sailings Approx. every two hours.
Group rate Coach and driver off peak single £33.20, standard single £37.60.

Route ISLAY. Kennacraig - Port Ellen - Port Askaig.
Service All year.
Crossing time 2 hours.
Sailings See timetable for details.
Group rate Coach and driver off peak single £61.40, standard single £70.80.

Route COLONSAY.
Oban/Kennacraig/Port Askaig - Colonsay.
Service All year.
Crossing time 2 hours 30 minutes.

COLOR LINE

Color Line,
Tyne Commission Quay,
Albert Edward Dock,
North Shields NE29 6EA.
Tel: 091 296 1313.
Group reservations: 091 296 1313.

Route Newcastle - Stavanger - Bergen
Service Twice weekly to three weekly in the Summer.
Crossing times 22 to 29 hours.
Ferries used M/S Jupiter (ex-Bolero).

ISLE OF MAN STEAM PACKET

Isle of Man Steam Packet,
PO Box 5,
Imperial Buildings,
Douglas,
Isle of Man

Tel: 0624 661661.

Group reservations: Amber Smethurst 0624 661661.

Route Heysham - Douglas (Isle of Man)
Service All year.
Crossing times 3 hours 45 minutes
Sailings Up to two daily sailings
Group rates Coaches and driver £200 return



Sailings See timetable for details.
Group rate Coach and driver off peak single £30.70, standard single £35.40.

Route MULL. Oban - Craignure.
Service All year.
Crossing time 40 minutes.
Sailings Hourly in main season.
Group rate Coach and driver off-peak single £40, standard single £46.

Route MULL. Lochaline - Fishnish.
Service All year.
Crossing time 15 minutes.
Sailings Approx. 50 minute frequency.
Group rate Coach and driver off peak single £15.60, standard single £17.80.

Route COLL & TIREE. Oban - Tobermury - Coll - Tiree.
Service All year.
Crossing time To Coll 3 hours 45 minutes, to Tiree 4 hours 15 minutes.
Sailings See timetable.
Group rate Coach and driver off peak single £97.40, standard single £108.

HOVER SPEED LTD

Hoverspeed Ltd,
International Hoverport,
Dover CT17 9TG.

Tel: 0304 240101.

Group reservations: 0304 240260.

Service All year.
Crossing times Dover - Calais 35 minutes. Dover - Boulogne 40 minutes. Portsmouth - Cherbourg 2 hours 40 minutes.
Sailings Up to 17 flights daily Dover - Calais/Boulogne and 3 flights on Portsmouth Cherbourg.

NORTH SEA FERRIES

North Sea Ferries,
King George Dock,
Hedon Road,
Hull HU9 5QU.

Tel: 0482 795141.

Group reservations: 0482 795141.

Rates: Coaches under 8-metre free with 15 passengers or more, over 8-metre free with 25 passengers or more, otherwise £110. Driver

Route BARRA & SOUTH UIST. Oban-Castlebay-Lochboisdale.
Service All year.
Crossing time To Castlebay 5 hours 15 minutes, to Lochboisdale 6 hours.
Sailings See timetable.
Group rate Coach and driver off peak single £112, standard single £120.

Route SKYE. Mallaig - Armadale.
Service Seasonal service operates from Easter until October 5.
Crossing time 30 minutes.
Sailings Approx. every 2 hours 30 minutes.
Group rate Coach and driver off peak single £45, standard single £48.

Route SKYE. Kyle of Lochalsh - Kyleakin.
Service All year. New 24 hour service.
Crossing time 5 minutes.
Sailings Daily including Sundays.
Group rate Coach, driver and all passengers off peak single £22, standard single £32.50.

Route NORTH UIST & HARRIS. Uig (Skye) - Tarbert (Harris) - Lochmaddy (North Uist).
Service All year.
Crossing time 1 hour 45 minutes.
Sailings See timetable.
Group rate Coach and driver off peak single £67, standard single £75.50.

Route LEWIS. Ullapool - Stornoway.
Service All year. No Sunday Service.
Crossing time 3 hours 30 minutes.
Sailings See timetable.
Group rate Coach and driver off peak single £91.50, standard single £105.



Group rates From £54 to £900 depending on size of coach and time of year, plus the appropriate group foot passenger rate for Dover-Calais/Boulogne.

accommodated in cabin free.

Route Hull - Rotterdam (Europoort).
Service Runs all year.
Crossing time 14 hours.
Summer frequency Daily at 1800 from all ports.
Ferries used Norseia and Norsun.

Route Hull - Zeebrugge.
Service Runs all year.
Crossing time 14 hours 30 minutes.
Summer frequency Daily at 1800 from all ports.
Ferries used Norland and Norstar.

OLAU LINE (UK) LTD

Olau Line (UK) Ltd,
Sheerness,
Kent ME12 1SN.

Tel: 0795 666666.

Group reservations: 0795 666666.

Rates: Coaches £11/metre but travel free with 40 passengers booked out and return free.

Route Sheerness - Vlissingen (Holland).
Crossing time Day: 7 hours Night: 8 hours 30 minutes.

Service All year twice daily in each direction.

Sailings Sheerness 1100 and 2130.
Vlissingen 1200 and 2230.
Group check in 90 minutes before sailing time.

Loading arrangements All coach passengers walk on/off vessels via the terminals in



Sheerness and Vlissingen while coaches load independently.

Ferries used Olau Hollandia and Olau Britannia.

P&O EUROPEAN FERRIES

P&O European Ferries,
Channel House,
Channel View Road,
Dover CT17 9TJ.

Tel: 0304 210004.

Group reservations: Freephone 0800 414555.

Rates: Coach, driver and courier travel free up to 7-metre with 10 adults (one free place only), 7-10-metre with 23 adults and over 10-metre with 30 adults. Empty coach single fare £130.

Route Dover - Boulogne/Calais.

Service Runs all year.

Crossing time Dover - Calais 1 hour 15 minutes.
Dover - Boulogne 1 hour 40

Sailings minutes.
Up to 15 daily sailings each way to Calais.
Up to six daily sailings each way to Dover.

Route Dover - Ostende/
Zeebrugge.
Felixstowe - Zeebrugge.

Service All year.
Crossing time Dover - Ostende 4 hours (Jetfoil 1 hour 40 minutes). Dover - Zeebrugge 4 hours 30 minutes.

Sailings Up to eight per day to Ostende.
Up to five Jetfoil flights daily to Ostende (foot passengers only).
Up to six per day to Zeebrugge.



Route Portsmouth - Le Havre/
Cherbourg.
Service All year.
Crossing time Portsmouth - Cherbourg 4 hours 45 minutes. Portsmouth - Le Havre 5 hours 45 minutes.
Sailings Up to three daily sailings on both routes.

RED FUNNEL GROUP

Red Funnel Group,
12 Bugle Street,
Southampton SO9 4LJ.

Tel: 0703 333042

Group reservations: 0703 333042.

Route Southampton - East Cowes.

Service All year.

Crossing time 1 hour 10 minutes.

Sailings During Summer peak from 0600 and approximately every hour



until 2100. On Saturdays coaches are only carried on every third

sailing. Coaches must be booked and coach rates paid for all sailings 8 weeks in advance. Netley, Cowes and Norris.

Ferries used
Group rate/person £6.50 period return, £5.50 OAP, £3.10 child 4-16. £4.80 day return, £3.80 OAP, £2.40 child 4-16. 7.5 percent operator commission on passenger fares only. 10-metre coaches £66 return. 12-metre coaches £80 return. Driver and courier free. Bar and self-service cafeteria.

Facilities

SALLY FERRIES

Sally Ferries,
Argyle Centre,
York Street,
Ramsgate,
Kent CT11 9DS.

Tel: 0843 595522.

Group reservations: 0843 595522.

Route Ramsgate - Dunkerque.
Service All year.
Crossing time 2 hours 30 minutes.
Sailings Departures every two to two-and-half hours
Ferries used Sally Sky and Sally Star.
Group rate Coaches, drivers and couriers carried free of charge subject to minimum payments.



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For details, phone the Sealink Coach Line on 0233 646926, or for reservations call 0800 282251.



SCANDINAVIAN SEAWAYS

Scandinavian Seaways,
DFDS Group of Companies,
Scandinavia House,
Parkeston Quay,
Harwich,
Essex CO12 4QG.

Tel: 0255 243456.

Group reservations: 0255 243456.

Group rates: Coaches and driver free with 25 passengers or over, otherwise coach singles are £70 low, £90 shoulder and £110 high season. Money savers for senior citizens, military personnel, students and children.

Route Harwich - Hamburg
Service All year.
Crossing time 21 hours.
Sailings Three to four per week.



Ferry used MS Hamburg.
Route Harwich - Esbjerg (Denmark)
Service All year.
Crossing time 21 hours.
Sailings Three to four per week.
Ferries used MS Dana Anglia, MS Tor Britannia and MS Tor Scandinavia.

Route Harwich - Gothenburg (Sweden)
Service All year.
Crossing time 24 hours.
Sailings From Harwich and Gothenburg two departures per week low season, increasing to three high season.

Ferries used MS Tor Britannia and MS Tor Scandinavia

Route Newcastle - Gothenburg (Sweden).
Service June 15 to August 15 only.
Crossing time 24 hours.
Sailings One per week.
Ferries used MS Tor Britannia.

Route Newcastle - Esbjerg (Denmark)
Service June 13 to August 18.
Crossing time 21 hours.
Sailings One per week.
Ferry used MS Winston Churchill.

SEALINK STENA LINE

Sealink Stena Line,
Group Sales,
Charter House,
Park Street,
Ashford,
Kent TN24 8EX.

Tel: 0233 647022.

Group reservations: Linkline (free phone) 0800 282251.

Route Harwich - Hook of Holland
Service All year.
Crossing time From 6 hours 45 minutes (day) to 8 hours 30 minutes (night).
Sailings From Harwich 1130 and 2130 daily (except Dec 25/26). From Hook 1200 and 2300 daily (except Dec 25/26).
Ferries used Stena Normandy until mid 1991. Silvia Regina from mid 1991. Koningin Beatrix.

Route Dover - Calais
Service All year.
Crossing time 1 hour 30 minutes.
Sailings Frequent daily sailings throughout the year.

Route Folkestone - Boulogne
Service All year.
Crossing time 1 hour 50 minutes.
Sailings Up to seven per day.

Route Newhaven - Dieppe.

Service All year.
Crossing time 4 hours.
Sailings From 2 per day low season to 4 per day high season.

Route Southampton - Cherbourg
Service All year - this new service starts June 28.
Crossing time 6 hours (day), 8 hours (night).
Sailings One to two sailings daily in main season dropping to one daily.

Route Fishguard - Rosslare.
Service All year.
Crossing time 3 hours 30 minutes.

Sailings From Fishguard 0315 and 1500, and from Rosslare 0900 and 2145 daily.

Route Holyhead - Dun Laoghaire.
Service All year.
Crossing time 3 hours 30 minutes.
Sailings Two to four daily sailings.

Route Stranraer - Larne.
Service All year.
Crossing time 2 hours 20 minutes.
Sailings From four to nine sailings daily, depending on season.



WIGHTLINK

Wightlink,
Isle of Wight Ferries,
Gunwharf Road,
Portsmouth PO1 2LA.

Tel: 0705 812011

Group reservations: 0705 827744.

Route Portsmouth - Fishbourne.
Service All year.
Crossing time 35 minutes.
Ferries used St Catherine, St Helen, St Cecilia, St Faith.
Sailings 24 hours daily - an hourly service in Winter with additional half-hourly sailings in Summer.

Route Lymington - Yarmouth.
Service All year.
Crossing time 30 minutes.
Ferries used Caedmon, Cenwulf, Cenred.
Sailings Hourly in Winter, half-hourly in Summer.

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P&O 
European Ferries

Dover-Calais, Dover-Boulogne, Dover-Zeebrugge, Dover-Ostend, Felixstowe-Zeebrugge, Portsmouth-Le Havre, Portsmouth-Cherbourg, Cairnryan-Larne.

CROSSINGS 91

Who goes where

This tell-at-a-glance table shows which route is served by which company and how often it runs.

Route	Company	Frequency
Dover-Boulogne	P&O European Ferries	Up to six daily sailings.
Dover-Boulogne	Hoverspeed	Up to 17 flights daily.
Dover-Calais	P&O European Ferries	Up to 15 daily.
Dover-Calais	Hoverspeed	Up to 17 flights daily.
Dover-Calais	Sealink Stena Line	Up to 18 daily.
Dover-Ostende	P&O European Ferries	Up to eight daily.
Dover-Zeebrugge	P&O European Ferries	Up to six daily.
Fishguard-Rosslare	Sealink Stena Line	Twice daily.
Folkestone-Boulogne	Sealink Stena Line	Up to seven daily.
Harwich-Hamburg	Scandinavian Seaways	Up to four weekly.
Harwich-Esbjerg	Scandinavian Seaways	Up to four weekly.
Harwich-Gothenburg	Scandinavian Seaways	Up to three weekly.
Harwich-Hook	Sealink Stena Line	Up to twice daily.
Heysham-Douglas	IOM Steam Packet	Up to two daily.
Holyhead-Dublin	B&I Line	Twice daily.
Holyhead-Dun Laoghaire	Sealink Stena Line	Up to four daily.
Hull-Rotterdam	North Sea Ferries	Daily.

Hull-Zeebrugge	North Sea Ferries	Daily.
Lymington-Yarmouth	Wightlink	Up to half-hourly.
Newcastle-Bergen	Color Line	Up to three weekly.
Newcastle-Esbjerg	Scandinavian Seaways	One weekly Summer only.
Newcastle-Gothenburg	Scandinavian Seaways	One weekly Summer only.
Newhaven-Dieppe	Sealink Stena Line	Up to four daily.
Pembroke-Rosslare	B&I Line	Twice daily.
Plymouth-Roscoff	Brittany Ferries	Up to three daily.
Plymouth-Santander	Brittany Ferries	Up to three weekly.
Poole-Cherbourg	Brittany Ferries	Up to four daily.
Poole-Guernsey/Jersey	British Channel Island	Twice daily.
Portsmouth-Caen	Brittany Ferries	Up to three daily.
Portsmouth-Cherbourg	Hoverspeed	Three flights daily.
Portsmouth-Fishbourne	Wightlink	Up to half-hourly.
Portsmouth-St Malo	Brittany Ferries	Up to two daily.
Ramsgate-Dunkerque	Sally Ferries	Every two hours.
Sheerness-Vissingen	Olau Line	Twice daily.
Southampton-East Cowes	Red Funnel Group	Hourly in Summer.
Southampton-Cherbourg	Sealink Stena Line	Up to two daily.
Stranraer-Larne	Sealink Stena Line	up to nine daily.

For ferries running between the Scottish Islands see entry for Caledonian MacBrayne on page 28/29*.

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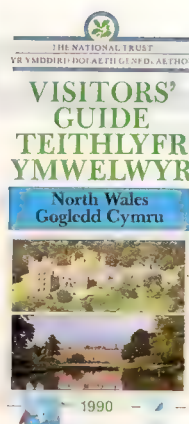
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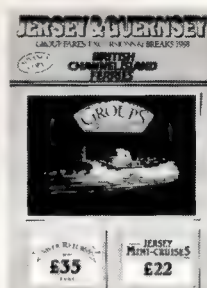
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Business may not quite be booming in the European short and mini-break market, but it's doing very nicely thank you!

And with ever-increasing customer interest in the newly liberated countries of Eastern Europe, the entire European market looks set for a prolonged spell of steady and profitable growth.

But to reap the rewards of this expanding market, operators are having to listen carefully to the demands of their customers. And one message is coming across clearly: those customers are not just price conscious, they are placing increasing emphasis on quality service.

For the operators who listen and get it right there's a better than even chance of repeat bookings from the same customers - there's now a definite pattern of customers taking shorter, but more frequent, trips abroad.

Customers are also more particular about the content of their trips, and operators are having to spend more time putting together different themes and being far more inventive in the content of their package.

'We're getting more and



Tourists are flocking to Prague Castle.

more requests from customers for different ideas and themes,' says Maurizio Fantato of group operators Norman Allen.

'Business is certainly brisk and we've seen quite an expansion in demand for our longer tours. At the moment we're putting together some packages of very different themes - there's a four day trip

to Ostend, for example, with a visit to Die Efteling theme park and three other theme parks as well, and a four day trip to Tours in France where the group will learn how to prepare French food, and eat what they've cooked!'

Norman Allen is currently receiving plenty of enquiries about packages to Eastern Europe, with Hungary emerging as the clear favourite with customers.

'It's mainly because the country already has a tourism infrastructure, such as hotels and reasonable accommodation,' says Maurizio.

'There's a lot of interest in Czechoslovakia, too, and you can forget Berlin until 1993, it's immensely popular with everyone, including the

Germans and availability is strictly limited. One of the major difficulties with Eastern Europe is finding suitable accommodation. It's still very limited, even in Hungary. When availability is limited, prices go up, although we have got a 10 day tour of Prague coming up which should sell to coach operators at around £315.'

European business is also bringing a smile to the face of Stuart Appleby of Appleby's in Lincolnshire. According to Stuart, demand for European short breaks has been growing since 1986 and has now really taken off.

'Mind you, we've worked hard at developing it, and a lot of it is repeat business,' he says. 'Our most popular venues are France, Germany, Austria and Holland and we do plenty



Appleby's: hard work is paying dividends.

of two-night trips, although we much prefer 3-5 night trips. Paris is the most popular destination in France, although we find suitable accommodation difficult to come by in many other areas of the country.'

But Stuart reckons British holidaymakers may be in for a bit of a culture shock when they visit Eastern Europe for the first time.

'Some of the countries are very run-down and badly polluted. The standard of accommodation available may be well below expectations and it may be many years before it's upgraded. I do think that Hungary and Czechoslovakia will do well as destinations, and a lot of British tourists will simply visit the other countries on a day-trip basis from a base in Western Europe that provides them with the standards they demand.'

The increasing demand for quality and value-for-money by the customer has certainly pleased Peter O'Neill, who runs the King's Ferry in Kent.



Peter O'Neill: 'European demand is up.'

'Although we only do charters for other companies it is noticeable that the customer is demanding a higher quality of service,' says Peter.

'People obviously want value for money and are prepared to pay sensible prices for that quality. This really suits our style of operation, as we're simply not interested in cut-price, bargain-basement stuff.'

'We've certainly noticed an increase in demand for our

European hires, all of which are for 3-5 nights. There's a lot of repeat business and it does seem as if people are taking several of these mini-breaks a year. Our most popular destinations are Holland, Belgium and France.'

Europe is becoming increasingly important to Golden Gateways of Tunbridge Wells - last year's sales targets were easily beaten and the company recently launched its

first wholesale tour directories for UK and overseas coach operators.

According to product manager Karen Watkins: 'One of the major changes is a demand for specialised products. A couple of years ago all people wanted was the destination itself. Now they're becoming very selective and we're doing packages of special ballet trips and trips to Asterix theme park in Paris.'

'Because so much of the market is repeat business to the same customers, operators are increasingly looking for products they haven't sold before. People are very price conscious, too. They want quality for their money, and they don't want to waste money either!'

With 1992 and the opening of the Channel Tunnel moving ever closer, the European market seems likely to become an increasingly popular destination for British holidaymakers and a profit opportunity for British operators.



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Fun with a Big Bang

The Bobbejannland Family Park, east of Antwerp, features more than 45 rides and attractions. One of the most recently opened is 'Big Bang' which allows you to sample the delights of riding a boat down a 12-metre drop without getting wet! Other attractions in the park include most things, from sedate monorail rides to roller coaster rides. There are several rides specially designed for very small children.

A variety of shows are staged and an on-site museum traces the history and culture of North American Indians.

The whole park is geared towards accommodating the disabled and it is claimed that all attractions, restaurants and other facilities are suitable for their use. There are four restaurants, five cafeterias and four bars. Group menus are available for parties of 20 or more.

For details of group rates: Telephone: (010 32) 18 73 84.

Double delight at Walibi

A short drive south-east of Brussels, at Wavre, is the Walibi theme park with its 40 rides and shows, offering entertainment for the whole family. Attractions include what is claimed to be the only double-loop ride of its kind in Europe, the new 'Rapido' river ride, jumbo jet, canoes, big wheel, Ali Baba's cave, sealion and parrot shows, and an epic sea-battle in the company of Tintin.

There is live entertainment every weekend from April-late September and every day in July and August. There are restaurants and the admission rates, for which group prices are available, includes entry to Aqualibi, an all-year round tropical aquatic leisure centre.

For more information: Telephone (010 32) 10 41 44 66.

Theme parks and family attractions have long been top of the list with British holidaymakers. Coach Tours & Excursions gives a run-down on some of the best-known and latest attractions in France, Belgium and Holland, three of the most popular destinations for European mini-breaks.



Enjoy the family fun at Bruparck.

Visit Brussel's biggest attraction

Bruparck is Brussel's latest amusement park, next to the Atomium and Planetarium. It has a huge range of attractions, including tropical lagoon, the biggest cinema complex in Europe, the Kinepolis, which contains 24 hi-tech cinemas and the astonishing IMAX Theatre with its 600 square-metre superscreen.

There's also Europe in Miniature, the Community of 12 in Brussels, but in miniature. There are 400 scale models of buildings, cars, trains, planes and rivers.

The Oceadium section is the biggest water leisure centre in Belgium with swirl bath, ocean wave pool, chutes, saunas and solarium, all in a tropical setting.

Bruparck Village, the heart of the park, has restaurants, shops and boutiques, children's playpark, disco and events and amusements.

The park is open all year round, although each of the major sections has a separate opening time and price.

For more information: Telephone (010 32) 2 477 03 77.

Dolphins on display

A brand new dolphinarium and theme park - Boudewijnpark - has now opened in Bruges.

And the park, which has a host of attractions, is also part of a special group daytrip excursion which takes in the most beautiful spots of the medieval city.

Boudewijnpark, said to be the largest and most sophisticated dolphinarium in Europe, is just two kilometres from the city centre. There are daily shows in an amphitheatre which seats 1,800 and has special platforms and access for the disabled.

And there's plenty more to see - with special shows around the Heirmanclock, the famous astronomic clock; a Mississippi river boat trip; deer park; winter ice shows; Ferris wheel; Caterpillar; dodgems; Octopus; horror castle; pedal boats and indoor roller skating and skateboard rink.

There's also a separate children's paradise for small children which contains attractions, train, pony ranch, animal park, parrot show and sealion pond.

There are several restaurants and party rooms and plenty of parking space for coaches.

For full details of opening times and group rates telephone (from the UK): (010 32) 50 38 38 38.

Ferry companies offer Efteling packages

Both Olau Line and Sally Ferries have joined forces with Efteling to produce a special choice of packages for coach operators.

Olau Line offers a four-day package, including return night crossings, Sheerness-Flushing, with dinner and accommodation in four-berth cabins.

Also included is a full day at Efteling with cold lunch and overnight stay at the nearby Smits Hotel in Breda.

The package, for groups of 20 or more, is £76 for adults and £65 for children. Included

in the price is free passage, accommodation and entrance fee for the driver. For groups of 40, a second free place is given. Drivers also get approximately £3.20 on arrival for out-of-pocket expenses and £2.40 refreshments coupon.

For more details ring Olau Line group reservations on 0795 666666, quoting Tourplan reference OLSG 11.

Sally Ferries offers a range of short break packages, starting at about £51. The breaks are typically long weekends of one

or two nights, including return ferry crossing, half-board four-star accommodation and entrance to Efteling. Sally is also offering to provide tour operators with tailor-made free publicity packages. Sally will provide operators with up to 250 full colour shell brochures with the operator's own company name and logo on the front. Inside it will provide information on the package, the operator's itinerary, prices and conditions.

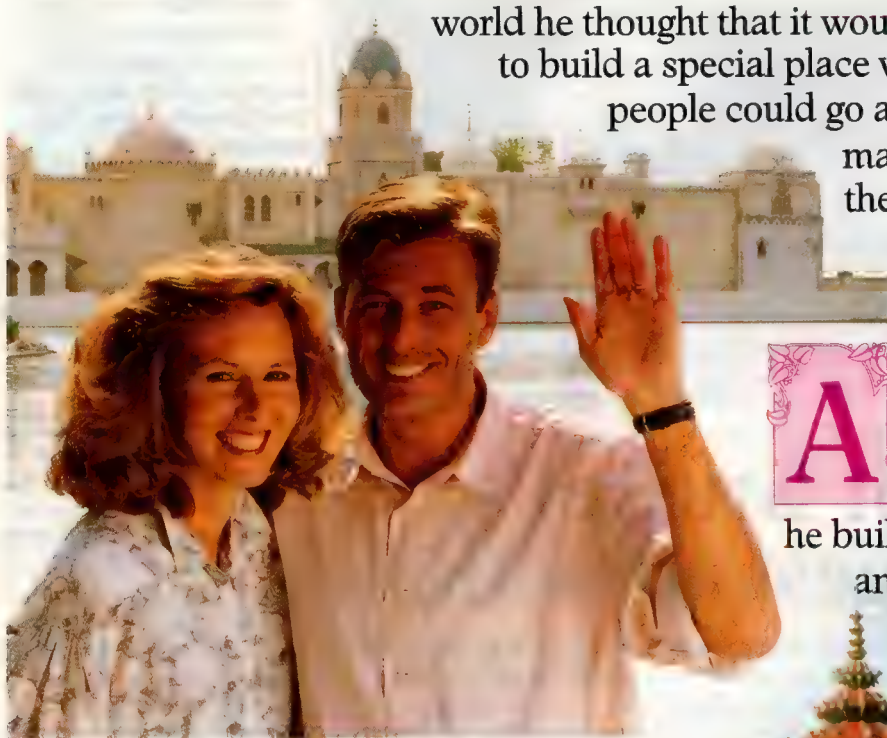
For more details telephone: 0242 528877.



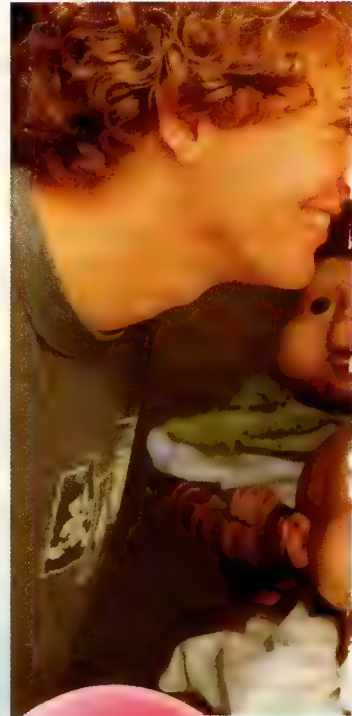
Once upon a time, many years ago, in the heart of Holland lived a very clever man named Anton Pieck, who thought it would be wonderful to make people happy. In a busy, sometimes sad,

world he thought that it would be nice to build a special place where people could go and let its magic make them smile again.

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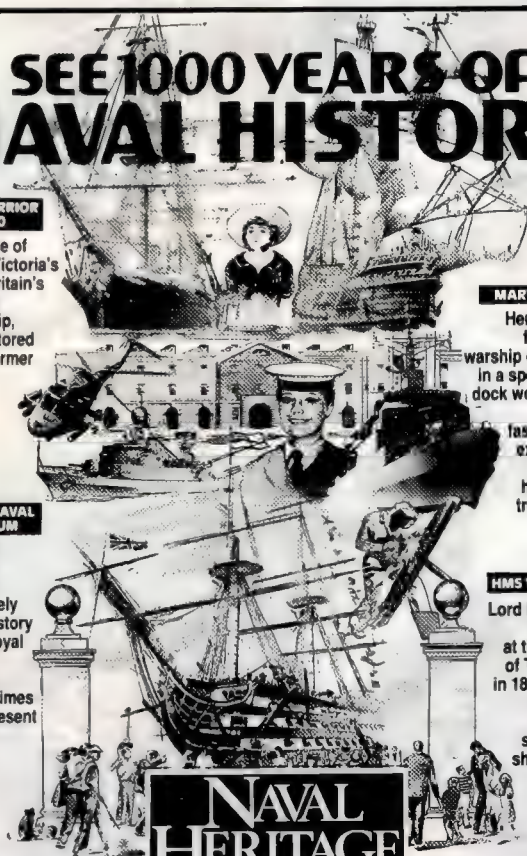
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Efteling: a fantasy world of family fun.

◀ Holland's top attraction

Holland's No 1 attraction is undoubtedly Efteling, one of Europe's top theme parks which attracts more than 2.5 million visitors each year.

Visitors to Efteling enter a fantasy world of dragons, treasure, haunted castles, Arabian nights, fairy-tale characters, beautiful gardens and enchanted forests. And to ensure that Efteling never loses its charm, new attractions are added regularly.

For thrill seekers there's Europe's longest dry bobsleigh

run, a four loop roller coaster, or a chance to hurtle down the rapids between steep canyon walls on the Pirana. There are more leisurely rides too and plenty of entertainment for everyone in the family, regardless of age.

The park is set in 700 flower-filled acres and there's a choice of restaurants.

Efteling offers a unique free marketing support kit to UK coach operators. In addition to video and posters, Efteling supplies ready-made adaptable advertisements and the support of its UK response base which will readily give its time and advice.

WHERE: Kaatsheuvel, SW



Holland, just north of Tilburg.
WHEN: March 28-October 20, daily from 10am-6pm. PRICES: adults FL 21. More information on: 0242 260960.

Adventures in space

There's an exciting series of adventures in space and time at the Hague Omnisursum, a unique theatre.

The theatre has a gigantic dome, containing 60 million tiny holes through which the sound enters. Behind the dome 40 loudspeakers produce a six-channel super stereo effect. There's also a Digistar computer which can project the galaxy in three dimensions so that visitors can travel around an entire constellation with the illusion of floating in space.

There are three different, regularly changing programmes.

For more information telephone: (010 31) 070 354749.

Hague funpark rides the crest of a wave

Visitors to the Hague are guaranteed a full day's activity at the Funpark Duinrell.

Set in a large expanse of woods and dunes, the Park offers numerous attractions, with an indoor tropical wavepool with almost 500 metres of covered sliding fun as well as many other water attractions and saunas.

Outdoor attractions include an antique merry-go-round, the Frog Roller Coaster, the Aqua Shute water slide which actually keep you dry, two 360-metre long bobsled tracks, three-dimensional movie theatre, cycle monorail and theatre productions. There are restaurants for snacks, lunches or dinners with special arrangements for groups.

Open daily from March 29-October 20, 10am-5pm and 10am-6pm high season. Group reductions of 10% are available for parties of 20 or more.

More information on (010 31) 1751 19212.

Miniature magic at Madurodam

The Netherlands proudly boasts it is home to the 'smallest town in the world' thanks to Madurodam in the Hague!

It's a model replica of a typical Dutch town, with trains and ships, churches, schools, theatres, factories and traffic on the roads.

At night more than 50,000 lights turn it into a fairytale city.

There are superb facilities for the disabled - a special route has been laid out through the town for wheelchair users and the restaurant and toilets have been specially adapted.

Madurodam is open daily from March 28 - January 5, 1992, with opening times varying from 9am-10.30pm in the summer, to 9am-6pm in the winter. From May 1-September 30, there is also a special evening light show, with daily starting times varying from 9.30pm to 11.30pm.

Group rates (20 or more) are Dfl 9 for adults and Dfl 5 for children.

More information on (010 31) 70 3553900.

Flower power

The magnificent array of bulbs and flowers offered by much of the Dutch landscape has long been one of the country's most powerful visitor magnets.

At the centre of the bulb region is Keukenhof, a major attraction with more than 80 growers displaying their flowers in separate gardens laid out in the 70-acre park. There are 5,000 square metres of greenhouses and a roofed-in garden, restaurants and sun terraces. More details on (010 31) 02521 19034.

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Annual Show

17 AUGUST — Classical Open Air Concert*

18 AUGUST — British Classic Car Show 1991*

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Jacques Cousteau's underwater magic is brought to life in Paris.

◀ Cousteau's underwater magic

In the centre of Paris is the Parc Oceanique Cousteau where special effects and the latest technology create the illusion of a genuine underwater trip.

Visitors can take off for a space voyage which later turns into a discovery of marine

depths, and they can also take a walk inside a 100 foot long whale. By means of a special video screen technique, visitors can also put questions to Jacques Cousteau and other experts. The venue is just a few minutes walk from the Louvre and is part of an

underground shopping and restaurant complex.

WHERE: Paris, Forum des Halles district. WHEN: all year, every day except Fridays.

PRICES: adults around FF75, children 5-14, around FF52.50.

More information on: (010 331) 44 60 60 00.

Top Paris attraction

One of Paris's top attractions is undoubtedly the amazing 'La Cite', the largest science and technology museum in Europe.

It's a massive 136-acre complex and attracts 4.8 million visitors a year, second only to the Pompidou Centre.

There's plenty of visitor involvement with interactive software programs, computer-based audio-visual programs and life size industrial models which explain the workings of the world in which we live.

One of the main attractions is the remarkable Geode - a cinema with a 1,000 square metre hemispheric screen and multi-directional sound. There are also special sections where children can explore the world of science, a planetarium, restaurants, shops and bars.

Cite is open Tues-Sun from 10am-6pm. For information call: (010 33 1) 46 42 13 13. For group reservations call: (010 33 1) 40 05 12 12.



Travel to the stars at Futuroscope.

Chance to explore the galaxy

Exploration is the theme of Futuroscope at Poitiers, off the main A10 Paris-Bordeaux expressway.

The latest technology takes visitors on trips from the smallest world of atoms through space and on to the furthest galaxies. The 5,000 acre outdoor site contains 70 children's attractions, including remote-controlled cars, net games, toboggans and swings. There's also a 3-D cinema, hi-tech 'Showscan' theatre and you can see a 360 degree show plus films on the largest screen in Europe.

There's a convention centre,

research institute, hi-tech college and communications pavilion giving the story of communications from prehistoric cave paintings onwards. The 'Fairy Lake' features light and water in aquatic ballets, orchestrated by computers. Futuroscope has its own accommodation facilities and there are more hotels nearby in Poitiers.

WHERE: Poitiers off the A10 Paris-Bordeaux expressway.

WHEN: April-November.

PRICES: Adults around FF95, children 5-17, around FF65.

For more information ring: (010 331) 45 53 86 27.

Cartoon character comes to life!

Just 38 kilometres from Paris, on the main autoroute from Calais, is Parc Asterix, based on the popular cartoon character whose main aim in life is to undermine the authority of the conquering Romans.

The Park is split into five main sections and on entry visitors find themselves in the Via Antiqua which has buildings representing a street of shops from all the countries visited by Asterix the Gaul. Other sections include a dolphinarium, one of Europe's most-nerve jangling roller-coasters and the village of Asterix by the banks of the Enchanted River - along which visitors can take a gentle boat ride.

There is also the Rue de Paris, a street scene that retraces the history of France from the Middle Ages to the 19th century, with its houses,



life-like scenes, its shows, attractions and real craftsmen.

There are a variety of restaurants, fast food outlets and fairground attractions.

There is free coach parking and free admission and meal for drivers. During July and August 19 hotels in the area are offering a 25% discount to visitors to the Park.

WHERE: A1 Motorway 38km from Paris. The park has its own exit. WHEN: April 10 - October 20. PRICES: adults FF130, children 3-12 FF90.

More information from: Frederique Poggi, (010 331) 44 62 34 09.

FEBRUARY

1-September 1: National Battle of the Bands, Club Rio, Bradford (0274 735549)
 2-23: Jorvik Viking Festival, various venues, York (0904 640277)
 2: Gymnastics international, Wales v Scotland, National Sports Centre Cardiff (0222 397571)
 3: Wales Tae Kwon-Do championships, National Sports Centre, Cardiff (0222 397571)
 3: Clown's Service, Dalston, London E8 (071-254 5062)
 3-10: Benson & Hedges Masters Snooker tournament, Wembley Conference Centre, London (071-404 3062)
 6: Gun Salute to mark Ascension Day, Hyde Park, London (071-930 4466)
 7-9: Holiday Show, Metrocentre, Gateshead (091 493 2046)
 7-10: Springfield Horticultural Exhibition, Spalding, Lincs (0775 724834)
 7-10: Road Racing and Superbike Show, Alexandra Palace, London (0440 707055)
 8-24: French Festival, Albert Dock, Liverpool (051-647 6898)
 9-10: Doncaster Holiday and Leisure Exhibition, Doncaster Exhibition Centre (0742 767676)
 10: BBC Philharmonic Orchestra, Brighton (0273 697887)
 12: Shrovetide Skipping Festival, Scarborough (0723 373333)
 12-14: World Indoor Bowls Championship, Preston (0772 58858)
 13: Valentine Ball, Empire Ballroom, Leicester Square, London (071-931 8849)
 14: National Hunt Racing, Taunton (0823 337172)
 15: Chinese New Year celebrations, Duke St, Liverpool (051 708 8833)
 15: Chinese New Year celebrations, Gerard Street and Soho Square, London (071-437 5256)
 16: Wales v Ireland, rugby union, Cardiff Arms Park (0222 390111)
 16: Stars of the 60s, Darlington Civic Theatre (0325 486555)
 16-17: International Canoe

THERE are some fascinating events lined up for the coming weeks, including Chinese New Year celebrations in London and Liverpool; a Husky Dog rally in Northumberland; Scottish Week at Gateshead's giant Metrocentre and a big stamp show, Stampex, in London. We'll be bringing you a regular update on events in the weeks and months ahead to help you plan your tours and excursions itineraries.

Exhibition, Crystal Palace National Sports Centre, London (0602 821100)
 17: Welsh foil and epee championships, National Sports Centre, Cardiff (0222 397571)
 17-18: Husky Dog Rally, Kielder Water, Northumberland (0434 220643)
 18-20: English National Ballet, Ulverston, Cumbria (0229 52299)
 18-23: Scottish Week, Metrocentre, Gateshead (091 493 2046)
 21-24: International Swimming Pool and Fitness Exhibition, Alexandra Palace (0734 402875)
 22-23: The York Wedding Exhibition, York (0845 525594)
 22-April 5: Cadbury's National Exhibition of Children's Art, Warrington (0925 44400)
 23-24: British Ice Speed Championships, John Nike Leisuresport Complex, Bracknell (0344 860033)
 24: Stuttgart Philharmonic Orchestra, St David's Hall Cardiff (0222 371236)
 24: Vienna Boys Choir, Kendal (0539 733333 ext 385)
 26-March 3: Spring Stampex, Royal Horticultural Society's Halls, London (071-930 6465/6)

MARCH

1: St David's Day concert, St David's Hall, Cardiff (0222 371236)
 1-3: British Fashion Designers Sale, Chelsea Old Town Hall, London (071-738 2404)
 1-31: Video Positive, various locations, Liverpool (051 709 2663)
 1-August 31: Monsters of the Deep, Yorkshire Museum, York (0904 629745)
 1-September 1: National Battle of the Bands, Bradford (0274 735549)
 2: Threaded Together

exhibition, Ruthin Craft Centre, Ruthin (08242 4774)
 2: Mozart 200th Anniversary, Manchester Cathedral (061 833 2220)
 2: Keswick Hall Choir Choral Concert, Norwich Cathedral (0603 56301)
 2: Kensington Vanity Antiques Fair, Kensington Town Hall, London (0428 685452)
 2-3: London International Classic Car Show, Alexandra Palace, London (0442 82 3388/6641)
 2-3: National Dinghy Show, Crystal Palace National Sports Centre, London (0703 629962)
 2-3: Coca-Cola National Basketball cup final, London Arena (0532 496044)
 3: Lambing Sunday, Durham (091 385 1351)
 3: Yorkshire Archery Indoor Championships, Rotherham (0302 361779)
 5: Julian Lloyd Webber in concert, St David's Hall, Cardiff (0222 371236)
 6: Bangor-on-Dee races, Wrexham (0948 860438)
 6-17: Norfolk County Music Festival, various venues, Norwich (0603 222240)
 7: BBC Welsh Symphony Orchestra, University College, Aberystwyth (0248 351151)
 9: Yorkshire Head of the River Race, York (0274 567478)
 9-23: Embroidery Exhibition, Chester (0244 603321)
 10: Yorkshire Working Breeds Championships, Doncaster Exhibition Centre
 10: Otter international 10K road race, Broughton, Clwyd (0244 520330)
 10: Mother's Day Treat, Yorkshire Mining Museum, Wakefield (0924 848806)
 10: Antiques and Collectors Fair, Alexandra Palace (081-883 7061)
 12-17: World Clowns Convention, Bognor Regis (0243 865551)
 12-23: Chelsea Antiques Fair, Chelsea Town Hall (0444 482514)

13-15: London Drinker Beer Festival, London (081-425 6965)
 13-16: All England Badminton Championships, Wembley Arena (0908 568822)
 13-April 7: Daily Mail Ideal Home Exhibition, Earls Court (0895 677677)
 14: National Hunt Racing, Hexham (0434 606881)
 14: Kiplingcotes Derby, Kiplingcotes, Humberside (0482 651207)
 14-17: Daily Mail International Holiday Show, Earls Court (0895 677677)
 14-17: BBC Gardener's World, Earls Court (0895 677677)
 15-17: Welsh beautiful homes and gardens exhibition, Port Talbot, W Glamorgan (0202 604306)
 15-17: Doncaster Motor Show, Doncaster Exhibition Centre (0709 587321)
 16: Newcastle Races (091 236 2020)
 16: Micklegate Singers Concert, York Minster (0347 810685)
 16: Moscow State Symphony Orchestra, Sheffield (0742 7347601)
 16: National Shire Horse Show, East of England Showground, Peterborough (0733 234451)
 16-17: CPEX '91: Crystal Palace National Sports Centre (081-943 4288)
 16-19: Blackpool Hair & Beauty Festival, Winter Gardens (0253 25252)
 17: Passion Sunday, Manchester Cathedral (061 833 2220)
 17: CFL Craft Fair, Garforth, Leeds (0432 771679)
 18: Newcastle Races (091 236 2020)
 18-31: South Yorkshire Puppet Theatre, various venues in S Yorks (0226 733272 ext 3135)
 19-24 Gandeys Circus, Haydock Racecourse (0260 276627)

WHILE ALL INFORMATION PRINTED WAS CHECKED AT THE TIME OF GOING TO PRESS, READERS ARE STRONGLY ADVISED TO VERIFY DETAILS BEFORE MAKING ARRANGEMENTS. NO RESPONSIBILITY CAN BE ACCEPTED FOR ERRORS OR OMISSIONS.



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NEWQUAY

THE CHERRINGTON

is a family run Hotel in walking distance of Fistril and Crantock.

Ample parking space.
Most bedrooms with private facilities.

All with colour TV.
Good home cooked food, varied evening menu and full English breakfast.

Live entertainment 3 times weekly.

Various dates available.

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(16140/HO)

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★ On seafront, close to shops, 36 bedrooms, en suite available

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★ Bar, dining room, ball room, TV lounge

Special breaks available

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(16149)

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A licensed family run seafront hotel.

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Some summer vacancies also available.

CONTACT KEN DOBELL

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Warm, friendly, comfortable, good food,

choice menu, nightly entertainment.

Bedrooms with private bathroom, tea, coffee making facilities. Sky TV...

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Mon-Fri Half Board £69.50

Sun-Fri £84.50

Tel. Tenby (0834) 2377 ask for Malcolm Thomas

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7 Nights £140.00 6 Nights £115.00 5 Nights £94.50

Ring now for October/November Special Breaks

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2 weeks only

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Special rates negotiable

★ family run hotel

★ 25 bedrooms, most en suite

★ licensed hotel ★ tea/coffee facilities ★ entertainment

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(15828/HO)

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EASTBOURNE

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Ideally situated close to sea front has vacancy for group.

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En suite rooms available.

Superb cuisine, lift.

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BLACKPOOL

*Hills
Tudor*

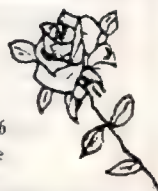
Rose Hotel

Telephone: (0253) 42656

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Blackpool, Lancashire

FY1 6BQ



40 bedroomed Hotel overlooking sea, close to shops, all bedrooms have tea/coffee facilities, and colour TV. Some en suite, lift, games room, licensed bar, dance floor, entertainment.

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Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

BARGAIN BUSES



BARGAIN BUS

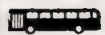
**1982 B10M VAN HOOL
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48 recliners/courier, full servery unit, fitted rear toilet, driver bunk, radio/PA system, wired for TV/video. Exceptionally clean vehicle throughout.

A bargain at £31,000 + VAT

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45 seater Plaxton body, 10 metre, MoT Jan 1992.

£4,000 + VAT

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BARGAIN BUS

**1976
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53 seater Caetano 1 metre, Eberspacher, MoT Jan '92.

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52 seats (inc dvrl), recliners, toilet, drinks, sleeper compt, radio/cass/PA, air cond, MoT.

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Good condition,
tax & MoT to March '91**£8,000 + VAT**

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1975 AEC 750 Duple Dominant I, 53 seater, MoT January 1992 reliable coach, power door, new tyres. **£5,500 + VAT ono**. Tel: 0903 74333. (16324/AEC)

BEDFORD

1977 BEDFORD PLAXTON YMT SUPREME

Tested March '91, 53 seater, power door.

£2,750 + VAT

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Personal number plates, test Sept '91, 45 seater.

£2,950 + VAT

1979 BEDFORD REEBUR 17 seater, good engine and recovered seats.

£600 + VAT

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(16067/BED)

1985
BEDFORD YNV
PLAXTON 3200

53 recliners, power door, orange/brown interior, red/white exterior. MoT 9/91, factory engine still under guarantee. Mechanically and bodily in excellent condition.

£35,000

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(16325/BE)

1977 BEDFORD PJK, 29 seater, **£3,800 ono + VAT**. Tel. (0246) 476366 or (0831) 483784. (16124/BE)

1986 D REG
BEDFORD YMPS
PLAXTON
PARAMOUNT

41 seats, Eberspacher, MoT June 1991.

Choice of two.

£28,000 + VAT each

Tel: 081 759 2778

(16115/BE)

BEDFORD

1976 BEDFORD PJK, MoT April 1991. 29 seater. **£3,000 ono**. 1977 BEDFORD PJK. MoT Feb 1991. 29 seater. Air operated door. **£3,500 ono**. If two bought together will take **£6,000 ono**. Tel. 081-654 2180. (16280/BED)

CHOICE OF 1978/81 BEDFORD YMT, long tests, very reliable, motors in daily use. From **£4,000 + VAT**. Tel: 0792 701644 days or 0792 773993 nights. Brian Isaac Coaches, Swansea. (16328/BE)

1977 BEDFORD YMT DOMINANT II EXPRESS, MoT Jan 1992, carpeted and resealed 1990, new engine & gearbox, many other parts, too many to list. Recent new tyres. Coach comes with lots of spares. Also with or without work. **£4,600 ono + VAT**. Tel. (0895) 824406. (16303/BE)

BEDFORD YMT 1978

Plaxton Supreme, 53 seats, air door, Bristol dome, MoT October '91, taxed July '91, straight body, new vehicle arriving soon.

£3,250 + VAT or offers

Tel. Corby (0536) 202660/202217

(16349/BE)

1978 YMT DUPE DOMINANT II, 53 seater, long MoT, good order. **£4,000 + VAT**. Levers Coaches, Wiltshire. Tel: 0747 830229. (16292/BE)

BOVA

1983 EUROPA

47 seats + courier, rear sunken toilet, good condition, white with blue stripes.

£26,000 + VAT

AS ABOVE

47/53 seats, (+ 6 demountable tables), 1984.

£29,000 + VAT

WOOD TRAVEL LTD
Contact David Cole on
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1989 LEYLAND
OLYMPIAN ALEXANDER
DOUBLE DECK BUS

77 seats, Cummins engine, ZF Auto gearbox, excellent condition, tested to Feb 1992.

£72,000 + VAT

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1978 Ford Duple Dominant II. Full test, Grant doors. **£3,200 + VAT**. Tel. 0248 670530. (15930/FO)

FORD



1984 FORD QUEST PARAMOUNT 3200

53 recliners, rebuilt engines, new MoT's, many extras, excellent condition, choice of two, stock of spare parts available. Only

£21,000 + VAT each

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DAF

DAF 1983, DKTL, 12 months MoT, 53 seater, recliners, radio/PA. **£29,000 ono + VAT**. Tel. (0626) 66580. (16127/DA)

1986 DAF DHS CAETANO ALGARVE. 53 seats, new MoT if required (4 months left). This coach is ready to drive away. Excellent condition. **£42,500 ono + VAT**. Alan Wilson 0533 863995 or 0860 271955 Leicester. (16330/DAF)

1982 PRIVATE PLATE DAF BOVA EUROPA, 53 recliners, courier seat, continental door, curtains, radio, cassette, PA, system, power door, Webasto heating, recon engine 6 months, nice condition, **£25,000 ono + VAT**. Tel. 042 121 6628. (16066/DAF)

LEYLAND

1979 LEYLAND LEOPARD Plaxton MKV front, MoT May '91, excellent throughout. **£14,000 ono + VAT**. Tel. 0222 884648. (16334/LEY)

1976 LEOPARD SUPREME EXPRESS. POD 49 seats, power steering, S.A., MoT June '91. **£6,200**. Phone 0925 67321 Barry Cooper, Warrington, part of the Mayne Group. (16329/LEY)

1984 LEYLAND TIGER PLAXTON 3500, 49 seater with toilet, MoT July 1991. **£26,000 + VAT**. Tel: Ivan Thomas on 081 397 4276. (16365/LE)

DENNIS

WANTED: DENNIS JAVELIN PLAXTON 3200, 11 metre, cash waiting. Tel. 06943 226 office hours. Ask for Mick. (16068/DEN)

LEYLAND

LEYLAND TIGER PLAXTON 3500. Full executive. ZF splitter. **£36,000 + VAT**. Tel. 0286 870880. (16285/LEY)



LEYLAND SWIFT 1989

23/27 reclining seats, video, coffee machine, fridge, tables, Eberspacher heater, exhaust, brake, courier seat, side lockers, big boot, low mileage, MoT Jan '92.

Sensible offers!

Flagfinders Braintree, Essex
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(16363/LE)

2 X 1977 LEYLAND LEOPARDS, 51 recliners, semi automatic, long MoT. Tel: 0792 701644 days or 0792 773993 night. Brian Isaac Coaches, Swansea. (16327/LE)

FOR SALE 3 x 1983 LEYLAND TIGER Plaxton 3200 Paramounts. 50 seats, rear mounted toilet and servry, current MoTs. **£22,500 + VAT ono**. Tel. 0272 558433. (16290/LEY)

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OLDBURY BUILDINGS, NORTHWAY LANE,
TEWKESBURY, GLOS

1979 MERCEDES, 12 seat, high roof, PSV specification, very tidy for year

1983 (REG) LEYLAND LEOPARD, Plaxton Supreme, 50 reclining seats.

1981 LEYLAND TIGER 245 ZF, Plaxton Supreme V, 50 reclining seats, etc. DoT 11/91.

1982 LEYLAND TIGER 245 ZF, Duple Goldliner, high floor, 50 reclining seats, double glazed, DoT 11/91.

1982 LEYLAND TIGER 245ZF VAN HOOL ALIZEE H, 48 reclining seats, double glazed, wc, TV, etc., DoT 12/91.

1986 LEYLAND ROYAL TIGER 260ZF DOYEN, 48 reclining seats, double glazed, wc, TV, etc.

The above represent a selection of tidy vehicles used on holiday tour work.

No prices given but sensible and realistic offers accepted.

Part exchanges considered

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All viewing by appointment to save disappointment.

(16040/LE)

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**ONLY ONE LEFT
1985 LEYLAND TIGER CARIBBEAN**

48 seats to Rapide specification.
All with current MoT.s

£29,500 + VAT ono

*For further details and viewing
please contact Engineering Dept*

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(14631/LE)

1979 LEYLAND LEOPARD. 53 seats, Express doors, auto lube, operated from new, good condition, MoT 20/1/92. **£14,500 + VAT ono.** Pulhams Coaches, Bourton-on-the-water. Tel. (0451) 21721. (163 4/DD)

LEYLAND LEOPARD PLAXTON, 1974. Taxed and MoT'd to May '91. Air hand brake. Very reliable workhorse. **£2,000 ono + VAT.** Tel. Stephenson's (0347) 21707 (Yorks). (16131/LE)

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Double deck, 1984. New 12 months certificate of fitness, blue interior, white/orange/blue exterior, very tidy vehicle, Mercedes Benz V12, with 6 speed ZF gearbox. Part exchange considered.

**£45,000 + VAT
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(16041/NE)

**AUGUST 1983
NEOPLAN CITYLINER**

49 reclining seats/courier seat, WC, TV/video, hot drinks, excellent condition, any inspection welcome.

**£42,500 + VAT
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(16043/NE)

SETRA

MERCEDES

**MERCEDES 0303 RHD 1983**

53 recliners, plus courier. Full Su-trak air cond, Webasto, new clutch, 12 month ticket, excellent condition.

£42,000 plus VAT ovno

**Tel. (0562) 710717 anytime
West Midlands**

(16362/ME)

**1986
MERCEDES 0303**

Mercedes body, 49 recliners, Webasto, WC, bunk, double glazing etc..

**£63,500 + VAT
PART EXCHANGE CONSIDERED**

Tel: 0223 870220

(CAMBS)

(16345/ME)

MERCEDES

1980, 608, 18 seater, MoT 9 November 1991, **£5,500.**

MERCEDES

1982, 608, 19 seater, MoT 4 July 1991, **£7,500.**

Both vehicles in excellent condition for year.

**JONES MOTOR SERVICES,
CLWYD
(03526) 2918**

(16134/ME)

SERVICE BUSES

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LEYLAND LYNX

49 seater, new MoT. Part exchange considered, preferably double decker.

£57,000 + VAT

Tel: 0223 870220

(CAMBS)

(16346/SB)

SCANIA

1983 SCANIA JONCKHEERE P50. 51 recliners, toilet, TV, video, double glazing, curtains, fridge, private plate, new engine, fitted by Scania, 10 months warranty left. Immaculate condition. **£37,500 + VAT.** Tel: 0978 752062. (16371/SC)

SETRA

1986 SETRA S215 HR MoT May '91, 53/49 seater with centre demountable toilet. ABS, radio/PA cassette. Rear Continental door, curtains. Immaculate condition. Private Hire and Tour Programme only. **£59,000 + VAT.** Tel: 0278 722066 (16278/SE)

SETRA

1982 SETRA 215H. Private plates, 53 seater, MoT October 1991, new tyres, complete overhaul, new brakes, immaculate condition. **£48,500 + VAT.** NO OFFERS. Tel: 071-253 3699. (16385/SE)

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NEW YEAR HONOURS LIST**

Kässbohrer, MBE (Made by Europeans), is honoured to present the following selection of quality pre-owned vehicles. One is sure you will be impressed...

TAKE YOUR PICK...

Year	Model	Seats	Price
1988	Leyland Tiger 290 Junc. P50, TV/Video, WC, Air Con.	48	£85,000
1988	DAF 2300/Duple 340, TV/Video, WC, Radio/PA	53	£65,000
1987	Mercedes/Plaxton 3500, TV/Video, dem. WC	55	£76,000
1987	DAF/Caetano 11.6, Radio/PA	53	£73,000
1985	Neoplan Skyliner, TV/Video, WC, Kitchen	77	£73,000
1983	DAF/Plaxton 3500, Radio/PA, Side Lockers	51	£42,000
1982	Bristol LHS/Plaxton 3200, Radio/PA	33	£21,000
1982	DAF MB 200 DKTU/Jonc. WC, TV/Video, Radio/PA	53	£39,000
1982	MAN SR 280, WC, Kitchen, Radio/PA	48	£35,000
1980	Leyland Leopard/Duple Dom II, Radio/PA, new COF	51	£13,000
1978	AEC/Plaxton, Radio/PA	53	£ 9,000

Setras

1989	S 215 HRI (Rational), dem. WC, TV/Video, Radio/PA, Central Locking, Warranty, choice of 2	49/53	£113,500
1989	S 215 HRI (Rational), dem. WC, TV/Video, Radio/PA, Central Locking, Warranty, choice of 2	49/53	£108,500

1983	S 215 H, Kitchen, TV/Video, Radio/PA, warranty	49	£ 48,000
1983	S 215 HD, Kitchen, TV/Video, Warranty, choice of 2.	49	£ 62,500
1982	S 215 HD, Kitchen, TV/Video, Warranty	49	£ 55,000

New In...

1984	S 215 HR (Rational), exceptional condition, 65,000 KM since new. Full history, 1 year's full warranty		
1990	S 215 Full Ex. Low mileage, excellent condition. (Unhappy love affair with bank)		

New vehicles available ex stock for next season plus limited number in build. Just ask for list. Please note: Year of registration does not necessarily denote year of manufacture.

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Harry Kell 0932 843685 Andy Timms 0625 877658
(Southern Area Manager) (Northern Area Manager)



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Setra. Perfection in coaches.

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1982. Van Hool Acron Executive. Excellent condition. Bargain at £28,000 + VAT. Tel. 0248 670530. (16107/VH)

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Bristol LWL/SU/MW's and RE's. Leyland Royal Tigers/Leopards and Cubs. Guy Warrior. All early 50's to early 60's.

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RELUCTANT SALE OF OUR 1949 TILLING-STEVENS GARDNER, 6 cylinder, half cab, 33 seater, unique Scottish Aviation body, PSV, MoT, £12,000 ono. Classic Coaches (Wombourne) Ltd. Tel. (0902) 892450 or (0902) 896158. (16299/VW)

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1990 B10M VAN HOOL EXECUTIVE

49/53, video, bunk, boiler, Webasto etc, excellent condition, not used on shuttle.

£95,000 + VAT

1989 B10M DUPLÉ 320

57 recliners plus courier, curtains etc, excellent condition.

£67,000 + VAT

Part Exchanges Considered

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- GUNNISLAKE

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(16344/VO)

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£25,500 + VAT

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VOLVO



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49 seats & courier, centre sunken toilet, Continental door, drivers bunk, double glazed, radio/PA, TV/video, coffee machine, MoT May '91, reconditioned inside and out and painted in 2 pack white **£49,500**

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1972 AEC 760 Plaxton Elite III, 53 seats, 12m, unlettered, manual door, MoT May '91, white with a red and orange flash **£2,950 ono**

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1982 B10M VAN HOOL ALIZEE, 48 recliners, centre sunken toilet, video, boiler, excellent condition, new MOT. £38,000 + VAT ono. Arvonja Coaches. Tel. (0286) 5175 or 77858. (16077/VO)

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As above, as new.

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49/53 r. seats, usual Van Hool spec, MoT Dec '91.

£77,500

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£65,000

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standees. Stock.

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1983 MERCEDES 608. 21 seats.

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(13592/MB)

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2.5 litre diesel, 5 speed, 16 high back Capri seats covered in moquette and set on tracking, full length luggage racks with drivers locker, electric intake/extract unit, lift-up roof vent, Blaupunkt stereo radio/cassette + 4 speakers, saloon heater, tinted windows, wheel trims, decorative curtains, dropped passenger entrance step, C.I.F., 12 months Road Tax

£15,200

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MERCEDES 709D COACH

26 high back Capri seats set on tracking and trimmed in moquette, soft trim interior, Armourflex floor covering, full length luggage racks with drivers locker, lift-up roof vent, electric intake/extract unit, dim/bright interior lights, saloon heater, Blaupunkt stereo radio/cassette + 4 speakers, bronze tinted windows, moulded side skirts, bolt-on wheel trims, interior - red/grey, exterior - white, C.I.F., 12 months Road Tax

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EX-STOCK

TALBOT 1000

12 seater, moquette seats, soft trim interior, Armourflex floor covering, radio/cassette, dim/bright interior lights, intake/extract unit, bronze tinted windows, Certificate of Initial Fitness, 12 months Road Tax, 1.9 litre diesel engine

£9,500COMING SOON - EXTRA
LONG WHEEL BASE
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20 high back Capri seats by Kustombuilt, all forward facing, full height entrance door and gangway, Armourflex floor covering, lift up roof vent, electric intake/extract unit, full length luggage racks with drivers locker, Blaupunkt stereo radio/cassette + 4 speakers, saloon heater, tinted windows, wheel trims, decorative curtains, C.I.F., 12 months Road Tax, power door, air suspension, power steering, illuminated destination equipment with winding gear, ticket table.

£20,000

EX-STOCK

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24 high back Capri seats set on tracking and trimmed in moquette, large dropwell boot, soft trim interior, Armourflex floor covering, full length luggage racks with drivers locker, lift-up roof vent, electric intake/extract unit, dim/bright interior lights, saloon heater, Blaupunkt stereo radio/cassette + 4 speakers, bronze tinted windows, moulded side skirts, bolt-on wheel trims, interior - red/grey, exterior - white, C.I.F., 12 months Road Tax

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1987 (E) REG TALBOT TRIAXLE, 22 seater bus, power door, new test.....£12,500
1987 (E) REG TALBOT TRIAXLE DORMOBILE, 16 seater + tail lift PSV, (very low access for passengers), 27,000 miles only, test Feb '92.....£13,250
Second vehicle available cheaper without PSV.
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1985 (C) REG MERCEDES BENZ 608D, Reeve Burgess 21 seater, good condition, test June '91.....£13,250
1984 (B) REG FORD P100, petrol, pick-up truck, MoT.....£1,500
1983 (A) REG MAN REEVE BURGESS, 28 seater, forced vent, power door, test June '91.....£14,500
1980 FORD TRANSIT DIESEL, REEVE BURGESS, 17 seater luxury minibus, test expired hence price.....£2,250

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'E' REGFORD TRANSIT 190
DIESEL

16 high back seats, carpet to roof, radio/cassette, power door, white, new clutch, only 64,000 miles, MoT'd to Oct '91.

£12,000 OVNO + VAT
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High roof, exterior white, 14 high back seats, test Feb 92 available mid Feb.

£5,200 + VAT

1984 A

MERCEDES 608D

One owner, 19 seats & 2 tables. Eberspacher heating. Curtains, test Feb 92. Available mid Feb.

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Dormobile petrol 16 seater, high backed seats, exterior white/blue, MoT to May 1991.

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PSV

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51 seats, rear sunken toilet, water boiler. Tempo 100.

All sensible offers will be considered.

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53 recovered seats, rebuilt engine, very good condition, MoT 25/11/91. **£5,500**

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53 seats, all sound, MoT 17/12/91. **£2,500**

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88 TALBOT PULMAN, 20 seats, power door
88 FREIGHT ROVER, 16, diesel, coach seats
88 MERCEDES 6090, power door, 24 coach seats
88 MERCEDES 808 25, power door, tested
87 MERCEDES 6090, 25 coach seats, tested
87 TRANSIT 12, Di, LWB, PSV tested
87 TALBOT 12, diesel, 5 speed
87 (D) FREIGHT ROVER, 16 high back
86 MERCEDES 600, 21 seats, long test
86 MAN BERKHOFF Exec, full test
86 SETRA D DECK, Exec, full test
86 MERCEDES 6000, 21 seats, low mileage
86 OPTARE CUB, auto, 33 p/door & standees
86 (E) IVECO CAETANO, 24 air door, dual purpose
86 VAN HOOL LEYLAND, 2F, 53 recl, new test
86 DATSUN DIESEL crew bus, hi/roof, low mileage
86 (D) TRANSIT, diesel, 12 PSV, new shape
85 MERCEDES 600, 27 seater, new test
85 TALBOT, 14 PSV, diesel
85 (B) MERCEDES 600, 15 seats + underfloor
tail lift, full PSV
85 TALBOT 12, PSV, petrol
85 VOLVO ALGARVE, 49 seats, toilet, video, new test
85 TRANSIT 16 Di coach seats
85 MAN ACRON Exec, full spec, long test
84 MERCEDES 6000, 27 coach seats, tested
84 IVECO, 31 coach seats, power door, tested
84 DAF JONCKHEERE MB200, Exec 49 + video
84 TRANSIT, diesel, 15, non PSV
84 IVECO, 31 coach spec, new test
83 JONCKHEERE VOLVO, twin deck, exec, full spec
83 TRANSIT 12 LWB, Diesel, OD, new test
83 TRANSIT, 16 petrol, h/back, £1,200 PSV
No test
83 DODGE R BURGESS, diesel, auto, 17 F door
83 VOLVO BERKHOFF, exec full spec
82 TRANSIT, 12 LWB, PSV, petrol, D/D £1,000
82 TRANSIT, 12 diesel, PSV, LWB, tested
82 MERCEDES, 21 seats, new test
82 VOLVO VAN HOOL ALIZEE, Exec, new test
81 DAF 200 Exec, 48 + TV, Alpha, new test Offers
81 MERCEDES, 207, diesel, PSV, 12 seats
79 FORD TURBO Duple II, 35 seats, testing
79 FORD 53 Plaxton, new test Offers
78 FORD PLAXTON, 53, new test Offers
77 LEYLAND NATIONAL, choice of short + long
wheel base, new test
77 NATIONAL, 10 & 11 mtr, new test
76 FORD PLAXTON, 53 seats Offers
76 BRISTOL, 43 express doors, coach seats
76 FORD, 45 Plaxton, new test
76 BEDFORD SPACE CAR, 49 rec, no test Offers
75 FORD, 45 seat Plaxton, new test Offers
75 VOLVO, 53 seats, Duo 8-speed
75 LEYLAND Duple, 53 S/A, tested Offers
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good runner, £2,000**WANTED FOR CASH -
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DOMINANT IV**New test 53 seater, exterior blue and
maroon, red moquette, radio, ZF
gearbox.

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**1982 X REG
LEYLAND TIGER 218**Semi-auto gearbox, Plaxton Supreme
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53 'E' type seats, private
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£18,500 ono + VAT**1981 VOLVO B58 DUPLÉ,** 57
seater, power door, private
plates, MoT till August 91
£19,500 ono + VAT**1982 DAF MB 200 PLAXTON,**
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door, TV/video, private plates,
MoT till Jan 92 £21,000 ono + VAT**EAVESWAY MOTOR
COACHES LTD****TEL. 0942 727985**

(16083/UN)

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tested 4/91, taxed 30/9/91. 53 seats, S/
A, good runner. £5,000. BOVA EURO-
PA, 53 seats, p/p worth £25,000 tested,
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usual Van Hool spec, MoT December
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seats, double glazed, Telma. MoT
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seats, new MoT. Completely
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(16296/UN)

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29 seater, power door, MoT May '91, retrimmed.

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Power door, MoT August '91.

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(16368/UN)

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PLAXTON 3500, full exec, 49 reclining
seats, MoT 19/3/91, £49,500. P/X con-
sidered.**1984 A REG BEDFORD YNT DUPLÉ**
LAZER, 53 seats, MoT 26/3/91,
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(16369)





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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 12-2-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 12-1-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test expired.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 26-3-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 22-5-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 19-7-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 15-6-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 29-1-91.

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 16-1-91.

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1972 LEYLAND ATLANTAN, 76 seats, East Lancs body. Test expired.

2 X 1977 BRISTOL VRT SL3, Gardner 180 engines, Northern Counties bodies, 74 seats. Tests expired.

1976 BRISTOL VRT SL3, Gardner 180 engine, ECW body, 74 seats. Test expired.

COACHES

1979 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats. Test 13-12-90.

1977 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats. Test 18-10-91.

1979 BEDFORD YMT, Plaxton Supreme 4 body, 53 seats. Test 9-2-91.

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1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 31-1-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 14-3-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 8-2-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 30-1-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 25-2-91.

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance. Test 9-4-91.

1975 LEYLAND ATLANTAN, Northern Counties body, 75 seats, power steering. Test expired.

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1975 LEYLAND ATLANTAN, Northern Counties body, 75 seats, power steering. Test expired.

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1976 LEYLAND ATLANTAN, Northern Counties body, 75 seats, power steering. Test 7-12-90.

1977 LEYLAND ATLANTAN, Northern Counties body, 75 seats, power steering. Test 8-12-90.

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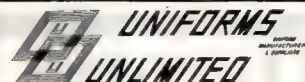
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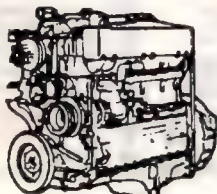
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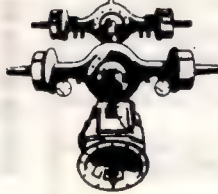
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Completed tender documents must be received by 1200 hours (noon) on 5th February 1991. Tenders received after this date will not be considered.

R W Adcock
Chief Executive and Clerk

11 January 1991
(16263/TE)

**NORFOLK COUNTY COUNCIL –
HIGHWAYS DEPARTMENT**

The results of tenders for local bus services throughout Norfolk, advertised in the second half of 1990, will be available for inspection at County Libraries, Norfolk Bus Information Centre, Guildhall Hill, Norwich, and County Hall, Martineau Lane, Norwich, during normal office hours throughout the month of February, 1991.

J. Ramsden, C.Eng., M.I.C.E.,
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